

文 献

- Aaker, D. A. (1991). *Managing brand equity*. New York: Free Press.
- Abrahamse, W., & Steg, L. (2013). Social influence approaches to encourage resource conservation: A meta-analysis. *Global Environmental Change*, 23, 1773-1785.
- Achen, C. H., & Bartels, L. M. (2017). *Democracy for realists: Why elections do not produce responsive government*. Princeton, NJ: Princeton University Press.
- Adarves-Yorno, I., Haslam, S. A., & Postmes, T. (2008). And now for something completely different? The impact of group membership on perceptions of creativity. *Social Influence*, 3, 248-266.
- Agerström, J., Carlsson, R., Nicklasson, L., & Guntell, L. (2016). Using descriptive social norms to increase charitable giving: The power of local norms. *Journal of Economic Psychology*, 52, 147-153. <http://dx.doi.org/10.1016/j.joep.2015.12.007>.
- Aggarwal, P., Jun, S. Y., & Huh, J. H. (2011). Scarcity messages. *Journal of Advertising*, 40, 19-30. <http://dx.doi.org/10.2753/JOA0091-3367400302>.
- Albarracin, D., & Wyer, R. S. (2001). Elaborative and nonelaborative processing of a behavior-related communication. *Personality and Social Psychology Bulletin*, 27, 691-705.
- Alison, L., & Alison, E. (2017). Revenge versus rapport: Interrogation, terrorism, and torture. *American Psychologist*, 72, 266-277.
- Algoe, S. B. (2012). Find, remind, and bind: The functions of gratitude in everyday relationships. *Social and Personality Psychology Compass*, 6, 455-469.
- Algoe, S. B., Gable, S. L., & Maisel, N. (2010). It's the little things: Everyday gratitude as a booster shot for romantic relationships. *Personal Relationships*, 17, 217-233.
- Algoe, S. B., & Zhaoyang, R. (2016). Positive psychology in context: Effects of expressing gratitude in ongoing relationships depend on perceptions of enactor responsiveness. *Journal of Positive Psychology*, 11, 399-415. <http://dx.doi.org/10.1080/17439760.2015.1117131>.
- Allcott, H. (2011). Social norms and energy conservation. *Journal of Public Economics*, 95, 1082-1095. <http://dx.doi.org/10.1016/j.jpubeco.2011.03.003>.
- Allcott, H., & Rogers, T. (2014). The short-run and long-run effects of behavioral interventions: Experimental evidence from energy conservation. *American Economic Review*, 104, 3003-3037.
- Allison, S. T., Mackie, D. M., Muller, M. M., & Worth, L. T. (1993). Sequential correspondence biases and perceptions of change. *Personality and Social Psychology*

Bulletin, 19, 151-157.

- Allison, S. T., & Messick, D. M. (1988). The feature-positive effect, attitude strength, and degree of perceived consensus. *Personality and Social Psychology Bulletin*, 14, 231-241.
- Al Ramiah, A., & Hewstone, M. (2013). Intergroup contact as a tool for reducing, resolving, and preventing intergroup conflict: Evidence, limitations, and potential. *American Psychologist*, 68, 527-542. <http://dx.doi.org/10.1037/a0032603>.
- Ames, D. L., Jenkins, A. C., Banaji, M. R., & Mitchell, J. P. (2008). Taking another person's perspective increases self-referential neural processing. *Psychological Science*, 19, 642-644. <https://doi.org/10.1111/j.1467-9280.2008.02135.x>.
- Ampel, B. C., Muraven, M., & McNay, E. C. (2018). Mental work requires physical energy: Self-control is neither exception nor exceptional. *Frontiers in Psychology*, 9, 1005. <https://doi.org/10.3389/fpsyg.2018.01005>.
- Anderson, M. (2014). *After Phrenology: Neural Reuse and the Interactive Brain*. Cambridge, MA: The MIT Press.
- Anderson, E., & Simester, D. (2003). Mind your pricing cues. *Harvard Business Review*, 81, 103-134.
- Anderson, S. M., & Zimbardo, P. G. (1984). On resisting social influence. *Cultic Studies Journal*, 1, 196-219.
- Andor, M. A., & Fels, K. M. (2018). Behavioral economics and energy conservation — a systematic review of non-price interventions and their causal effects. *Ecological Economics*, 148, 178-210.
- Antonovics, K., & Knight, B. G. (2009). A new look at racial profiling: Evidence from the Boston Police Department. *Review of Economics and Statistics*, 91, 163-177.
- Aramovich, N. P., Lytle, B. L., & Skitka, L. J. (2012). Opposing torture: Moral conviction and resistance to majority influence. *Social Influence*, 7, 21-34.
- Arbuckle, N. L., & Cunningham, W. A. (2012). Understanding everyday psychopathy: Shared group identity leads to increased concern for others among undergraduates higher in psychopathy. *Social Cognition*, 30, 564-583. <https://doi.org/10.1521/soco.2012.30.5.564>.
- Arizona Republic* (1999, March 7). For women, all's pheromones in love, war, E19.
- Armstrong, J. S. (2010). *Persuasive advertising*. London: Palgrave Macmillan.
- Arnocky, S., Bozek, E., Dufort, C., Rybka, S., & Herbert, R. (2018). Celebrity opinion influences public acceptance of human evolution. *Evolutionary Psychology*, <https://doi.org/10.1177/1474704918800656>.
- Aron, A., Aron, E. N., Tudor, M., & Nelson, G. (1991). Self-relationships as including other in the self. *Journal of Personality and Social Psychology*, 60, 241-253.
- Aron, A., Melinat, E., Aron, E. N., Vallone, R. D., & Bator, R. J. (1997). The experimental generation of interpersonal closeness: A procedure and some preliminary findings. *Personality and Social Psychology Bulletin*, 23, 363-377.

- Aronson, E. (1975, February). The jigsaw route to learning and liking. *Psychology Today*, 43-50.
- Aronson, E., & Mills, J. (1959). The effect of severity of initiation on liking for a group. *Journal of Abnormal and Social Psychology*, 59, 177-181.
- Aronson, E., Stephan, C., Sikes, J., Blaney, N., & Snapp, M. (1978). *The jigsaw classroom*. Beverly Hills, CA: Sage.
- Aronson, E., & Tavris, C. (2020, July 20). The role of cognitive dissonance in the pandemic. *The Atlantic*. www.theatlantic.com/ideas/archive/2020/07/role-cognitive-dissonance-pandemic/614074.
- Ashmore, R. D., Ramchandra, V., & Jones, R. A. (1971, April). *Censorship as an attitude change induction*. Paper presented at the meeting of the Eastern Psychological Association, New York, NY.
- Ashokkumar, A., Galaif, M., Swann, W. B. (2019). Tribalism can corrupt: Why people denounce or protect immoral group members. *Journal of Experimental Social Psychology*, 85. <https://doi.org/10.1016/j.jesp.2019.103874>.
- Asimov, I. (1975, August 30). The Miss America pageant. *TV Guide*.
- Atalay, A. S., Bodur, H. O., & Rasolofoarison, D. (2012). Shining in the center: Central gaze cascade effect on product choice. *Journal of Consumer Research*, 39, 848-856.
- Aune, R. K., & Basil, M. C. (1994). A relational obligations approach to the foot-in-the-mouth effect. *Journal of Applied Social Psychology*, 24, 546-556.
- Australian*. (2009, December 11). Coin by coin, B14.
- Ayres, I., Raseman, S., & Shih, A. (2013). Evidence from two large field experiments that peer comparison feedback can reduce residential energy usage. *Journal of Law, Economics, and Organization*, 29, 992-1022. <http://dx.doi.org/10.1093/jleo/ews02056>.
- Bai, X., Ramos, M. R., & Fiske, S. T. (2020). As diversity increases, people paradoxically perceive social groups as more similar. *Proceedings of the National Academy of Sciences*, 117, 12741-12749. <https://doi.org/10.1073/pnas.2000333117>.
- Bailenson, J. N., & Yee, N. (2005). Digital chameleons: Automatic assimilation of nonverbal gestures in immersive virtual environments. *Psychological Science*, 16(10), 814-819. <https://doi.org/10.1111/j.1467-9280.2005.01619.x>.
- Bailenson, J. N., Iyengar, S., Yee, N., & Collins, N. A. (2008). Facial similarity between voters and candidates causes influence. *Public Opinion Quarterly*, 72, 935-961.
- Balancher, S., Liu, Y., & Stock, A. (2009). An empirical analysis of scarcity strategies in the automobile industry. *Management Science*, 10, 1623-1637.
- Balliet, D., Wu, J., & De Dreu, C. K. W. (2014). Ingroup favoritism in cooperation: A meta-analysis. *Psychological Bulletin*, 140, 1556-1581.
- Bandura, A., Grusec, J. E., & Menlove, F. L. (1967). Vicarious extinction of avoidance behavior. *Journal of Personality and Social Psychology*, 5, 16-23.

- Bandura, A., & Menlove, F. L. (1968). Factors determining vicarious extinction of avoidance behavior through symbolic modeling. *Journal of Personality and Social Psychology*, 8, 99-108.
- Bannan, N. (ed.). (2012). *Music, language, and human evolution*. Oxford: Oxford University Press.
- Barden, J., Rucker, D. D., & Petty, R. E. (2005). "Saying one thing and doing another": Examining the impact of event order on hypocrisy judgments of others. *Personality and Social Psychology Bulletin*, 31, 1463-1474. <https://doi.org/10.1177/0146167205276430>.
- Bargh, J. A., & Williams, E. L. (2006). The automaticity of social life. *Current Directions in Psychological Science*, 15, 1-4.
- Barlow, F. K., Paolini, S., Pedersen, A., Hornsey, M. J., Radke, H. R. M., Harwood, J., Rubin, M., & Sibley, C. G. (2012). The contact caveat: Negative contact predicts increased prejudice more than positive contact predicts reduced prejudice. *Personality and Social Psychology Bulletin*, 38, 1629-1643. <https://doi.org/10.1177/0146167212457953>.
- Barnett, M. A., Sanborn, F. W., & Shane, A. C. (2005). Factors associated with individuals' likelihood of engaging in various minor moral and legal violations. *Basic and Applied Social Psychology*, 27, 77-84. http://doi.org/10.1207/s15324834basp2701_8.
- Barone, M. J., & Roy, T. (2010). The effect of deal exclusivity on consumer response to targeted price promotions: A social identification perspective. *Journal of Consumer Psychology*, 20, 78-89.
- Bastardi, A., & Shafir, E. (2000). Nonconsequential reasoning and its consequences. *Current Directions in Psychological Science*, 9, 216-219.
- Bastian, B., Jetten, J., & Ferris, L. J. (2014). Pain as social glue: shared pain increases cooperation. *Psychological Science*, 25, 2079-2085, <https://doi.org/10.1177/0956797614545886>.
- Bawden, D., & Robinson, L. (2009). The dark side of information: Overload, anxiety and other paradoxes and pathologies. *Journal of Information Science*, 35, 180-191.
- Benjamin, J. (2015, June 22). Market research fail: How New Coke became the worst flub of all time. Business 2 Community (website). www.business2community.com/consumer-marketing/market-research-fail-new-coke-became-worst-flub-time-01256904.
- Benson, P. L., Karabenic, S. A., & Lerner, R. M. (1976). Pretty pleases: The effects of physical attractiveness on race, sex, and receiving help. *Journal of Experimental Social Psychology*, 12, 409-415.
- Benton, A. A., Kelley, H. H., & Liebling, B. (1972). Effects of extremity of offers and concession rate on the outcomes of bargaining. *Journal of Personality and Social Psychology*, 24, 73-83.

- Bergquist, M., Nilsson, A., & Schultz, W. P. (2019). A meta-analysis of field experiments using social norms to promote pro-environmental behaviors. *Global Environmental Change*, 59, 101941. doi.org/10.1016/j.gloenvcha.2019.101941.
- Bernache-Assolant, I., Lacassagne, M-F., & Braddock, J. H. (2007). Basking in reflected glory and blasting: Differences in identity management strategies between two groups of highly identified soccer fans. *Journal of Language and Social Psychology*, 26, 381-388.
- Berndsen, M., & McGarty, C. (2012). Perspective taking and opinions about forms of reparation for victims of historical harm. *Personality and Social Psychology Bulletin*, 38, 1316-1328. https://doi.org/10.1177/0146167212450322.
- Bernieri, F. J. (1988). Coordinated movement and rapport in teacher-student interactions. *Journal of Nonverbal Behavior*, 12, 120-138.
- Berns, G. S., Chappelow J., Zink, C. F., Pagnoni, G., Martin-Skuski, M. E., & Richards, J. (2005). Neurobiological correlates of social conformity and independence during mental rotation. *Biological Psychiatry*, 58, 245-253.
- Bickman, L. (1974). The social power of a uniform. *Journal of Applied Social Psychology*, 4, 47-61.
- Binning, K. R., Kaufmann, N., McGreevy, E. M., Fotuhi, O., Chen, S., Marshman, E., Kalender, Z. Y., Limeri, L., Betancur, L., & Singh, C. (2020). Changing social contexts to foster equity in college science courses: An ecological-belonging intervention. *Psychological Science*, 31, 1059-1070. https://doi.org/10.1177/0956797620929984.
- Bizer, G. Y., & Krosnick, J. A. (2001). Exploring the structure of strength-related attitude features: The relation between attitude importance and attitude accessibility. *Journal of Personality and Social Psychology*, 81, 566-586. https://doi.org/10.1037/0022-3514.81.4.566.
- Blake, R., & Mouton, J. (1979). Intergroup problem solving in organizations: From theory to practice. In W. Austin and S. Worchel (eds.), *The social psychology of intergroup relations* (pp. 19-32). Monterey, CA: Brooks/Cole.
- Blanco, F., Gómez-Fortes, B., & Matute, H. (2018). Causal illusions in the service of political attitudes in Spain and the United Kingdom. *Frontiers in Psychology*, 28. https://doi.org/10.3389/fpsyg.2018.01033.
- Blass, T. (2004). *The man who shocked the world: The life and legacy of Stanley Milgram*. New York: Basic Books.
- Blass, T. (2012). A cross-cultural comparison of studies of obedience using the Milgram paradigm: A review. *Social and Personality Psychology Compass*, 6, 196-205.
- Boen, F., Vanbeselaere, N., Pandelaere, M., Dewitte, S., Duriez, B., Snauwaert, B., Feys, J., Dierckx, V., & Van Avermaet, E. (2002). Politics and basking-in-reflected-glory. *Basic and Applied Social Psychology*, 24, 205-214.
- Boh, W. F., & Wong, S-S. (2015). Managers versus co-workers as referents:

- Comparing social influence effects on within-and outside-subsidiary knowledge sharing. *Organizational Behavior and Human Decision Processes*, 126, 1–17.
- Bollen, K. A., & Phillips, D. P. (1982). Imitative suicides: A national study of the effects of television news stories. *American Sociological Review*, 47, 802–809.
- Bomey, N. (2017, July 3). Nissan Rogue gets a galactic sales boost from “Star Wars.” *Arizona Republic*. B4.
- Bond, M. H., & Smith, P. B. (1996). Culture and conformity: A meta-analysis of studies using Asch’s (1952b, 1956) line judgment task. *Psychological Bulletin*, 119, 111–137.
- Bond, R., Fariss, C. J., Jones, J. J., Kramer, A. D. I., Marlow, C., Settle, J. E., & Fowler, J. H. (2012). A 61-million-person experiment in social influence and political mobilization. *Nature*, 489, 295–298. <https://doi.org/10.1038/nature11421>.
- Bonneville-Roussy, A., Rentfrow, P. J., Potter, J., & Xu, M. K. (2013). Music through the ages: Trends in musical engagement and preferences from adolescence through middle adulthood. *Journal of Personality and Social Psychology*, 105, 703–717.
- Boothby, E. J., & Bohns, V. K. (2020). Why a simple act of kindness is not as simple as it seems: Underestimating the positive impact of our compliments on others. *Personality and Social Psychology Bulletin*, 47, 826–840. <https://doi.org/10.1177/0146167220949003>.
- Borgida, E., Conner, C., & Manteufel, L. (1992). Understanding living kidney donation: A behavioral decision-making perspective. In S. Spacapan and S. Oskamp (eds.), *Helping and being helped* (pp. 183–212). Newbury Park, CA: Sage.
- Borman, G. D., Rozek, C. S., Pyne, J., & Hanselman, P. (2019). Reappraising academic and social adversity improves middle school students’ academic achievement, behavior, and well-being. *Proceedings of the National Academy of Sciences*, 116, 16286–16291. <https://doi.org/10.1073/pnas.1820317116>.
- Bornstein, R. F., Leone, D. R., & Galley, D. J. (1987). The generalizability of subliminal mere exposure effects. *Journal of Personality and Social Psychology*, 53, 1070–1079.
- Bouchard, T. J., Segal, N. L., Tellegen, A., McGue, M., Keyes, M., & Krueger, R. (2003). Evidence for the construct validity and heritability of the Wilson-Paterson conservatism scale: A reared-apart twins study of social attitudes. *Personality and Individual Differences*, 34, 959–969.
- Bourgeois, M. J. (2002). Heritability of attitudes constrains dynamic social impact. *Personality and Social Psychology Bulletin*, 28, 1063–1072.
- Boyle, J. (2008). *The Public Domain: Enclosing the Commons of the Mind*. Yale University Press.
- Brandt, M. J., & Reyna, C. (2011). The chain of being: A hierarchy of morality. *Perspectives on Psychological Science*, 6, 428–446.
- Brehm, J. W. (1966). *A theory of psychological reactance*. New York: Academic

- Press.
- Brehm, S. S. (1981). Psychological reactance and the attractiveness of unattainable objects: Sex differences in children's responses to an elimination of freedom. *Sex Roles*, 7, 937-949.
- Brehm, S. S., & Weintraub, M. (1977). Physical barriers and psychological reactance: Two-year-olds' responses to threats to freedom. *Journal of Personality and Social Psychology*, 35, 830-836.
- Brendl, C. M., Chattopadhyay, A., Pelham, B. W., & Carvallo, M. (2005). Name letter branding: Valence transfers when product specific needs are active. *Journal of Consumer Research*, 32, 405-415. <https://doi.org/10.1086/497552>.
- Bridge, J. A., Greenhouse, J. B., Ruch, D., Stevens, J., Ackerman, J., Sheftall, A. H., Horowitz, L. M., Kelleher, K. J., & Campo, J. V. (2019). Association between the release of Netflix's *13 Reasons Why* and suicide rates in the United States: An interrupted times series analysis. *Journal of the American Academy of Child and Adolescent Psychiatry*. <https://doi.org/10.1016/j.jaac.2019.04.020>.
- Briñol, P., Petty, R. E., & Wheeler, S. C. (2006). Discrepancies between explicit and implicit self-concepts: Consequences for information processing. *Journal of Personality and Social Psychology*, 91, 154-170.
- Brockner, J., & Rubin, J. Z. (1985). *Entrapment in escalating conflicts: A social psychological analysis*. New York: Springer-Verlag.
- Bronnenberg, B. J., Dhar, S. K., & Dubé, J.-P. (2007). Consumer packaged goods in the United States: National brands, local branding. *Journal of Marketing Research*, 44, 4-13. <https://doi.org/10.1509/jmkr.44.1.004>.
- Broockman, D., & Kalla, J. (2016). Durably reducing transphobia: A field experiment on door-to-door canvassing. *Science*, 352, 220-224.
- Brown, J. L., Drake, K. D., & Wellman, L. (2015). The benefits of a relational approach to corporate political activity: Evidence from political contributions to tax policymakers. *Journal of the American Taxation Association*, 37, 69-102.
- Brown, S. L., Asher, T., & Cialdini, R. B. (2005). Evidence of a positive relationship between age and preference for consistency. *Journal of Research in Personality*, 39, 517-533.
- Browne, W., & Swarbrick-Jones, M. (2017). What works in e-commerce: A meta-analysis of 6700 online experiments. *Qubit Digital LTD*.
- Brownstein, R., & Katzev, R. (1985). The relative effectiveness of three compliance techniques in eliciting donations to a cultural organization. *Journal of Applied Social Psychology*, 15, 564-574.
- Bruneau, E. G., Kteily, N. S., & Urbiola, A. (2020). A collective blame hypocrisy intervention enduringly reduces hostility towards Muslims. *Nature Human Behaviour*, 4, 45-54. <https://doi.org/10.1038/s41562-019-0747-7>.
- Buchan, N. R., Brewer, M. B., Grimalda, G., Wilson, R. K., Fatas, E., & Foddy, M. (2011). Global social identity and global cooperation. *Psychological Science*, 22,

- 821–828.
- Budesheim, T. L., & DePaola, S. J. (1994). Beauty or the beast? The effects of appearance, personality, and issue information on evaluations of political candidates. *Personality and Social Psychology Bulletin*, 20, 339–348.
- Bullack, A., Gass, C., Nater, U. M., & Kreutz, G. (2018). Psychobiological effects of choral singing on affective state, social connectedness, and stress: Influences of singing activity and time course. *Frontiers of Behavioral Neuroscience*, 12, 223. <https://doi.org/10.3389/fnbeh.2018.00223>.
- Burger, J. M. (2009). Replicating Milgram: Would people still obey today? *American Psychologist*, 64, 1–11.
- Burger, J. M., & Caldwell, D. F. (2003). The effects of monetary incentives and labeling on the foot-in-the-door effect. *Basic and Applied Social Psychology*, 25, 235–241.
- Burger, J. M., & Caldwell, D. F. (2011). When opportunity knocks: The effect of a perceived unique opportunity on compliance. *Group Processes & Intergroup Relations*, 14, 671–680.
- Burger, J. M., & Caputo, D. (2015). The low-ball compliance procedure: A meta-analysis. *Social Influence*, 10, 214–220. DOI: 10.1080/15534510.2015.1049203.
- Burger, J. M., Horita, M., Kinoshita, L., Roberts, K., & Vera, C. (1997). Effects of time on the norm of reciprocity. *Basic and Applied Social Psychology*, 19, 91–100.
- Burger, J. M., Messian, N., Patel, S., del Prado, A., & Anderson, C. (2004). What a coincidence! The effects of incidental similarity on compliance. *Personality and Social Psychology Bulletin*, 30, 35–43.
- Burger, J. M., & Petty, R. E. (1981). The low-ball compliance technique: Task or person commitment? *Journal of Personality and Social Psychology*, 40, 492–500.
- Burgoon, M., Alvaro, E., Grandpre, J., & Voulodakis, M. (2002). Revisiting the theory of psychological reactance. In J. P. Dillard and M. Pfau (eds.), *The persuasion handbook: Theory and practice* (pp. 213–232). Thousand Oaks, CA: Sage.
- Burnstein, E., Crandall, C., & Kitayama, S. (1994). Some neo-Darwin decision rules for altruism: Weighing cues for inclusive fitness as a function of the biological importance of the decision. *Journal of Personality and Social Psychology*, 67, 773–789.
- Bushman, B. J. (1988). The effects of apparel on compliance. *Personality and Social Psychology Bulletin*, 14, 459–467.
- Bushman, B. J. (2006). Effects of warning and information labels on attraction to television violence in viewers of different ages. *Journal of Applied Social Psychology*, 36, 2073–2078. <https://doi.org/10.1111/j.0021-9029.2006.00094.x>.
- Buttleman, D., & Bohm, R. (2014). The ontogeny of the motivation that underlies in-group bias. *Psychological Science*, 25, 921–927.
- Buttrick, N., Moulder, R., & Oishi, S. (2020). Historical change in the moral founda-

- tions of political persuasion. *Personality and Social Psychology Bulletin*, 46, 1523-1537. doi:10.1177/0146167220907467.
- Cadinu, M. R., & Rothbart, M. (1996). Self-anchoring and differentiation processes in the minimal group setting. *Journal of Personality and Social Psychology*, 70, 666-677.
- Cai, H., Chen, Y., & Fang, H. (2009). Observational learning: Evidence from a randomized natural field experiment. *American Economic Review*, 99, 864-882.
- Campbell, M. W., & de Waal, F. B. M. (2010). Methodological problems in the study of contagious yawning. *Frontiers in Neurology and Neuroscience*, 28, 120-127.
- Cappella, J. N. (1997). Behavioral and judged coordination in adult informal social interactions: Vocal and kinesic indicators. *Journal of Personality and Social Psychology*, 72, 119-131.
- Carducci, B. J., Deuser, P. S., Bauer, A., Large, M., & Ramaekers, M. (1989). An application of the foot-in-the-door technique to organ donation. *Journal of Business and Psychology*, 4, 245-249.
- Carey, B. (2016, July 26). Mass killings may have created contagion, feeding on itself. *New York Times*, A11.
- Caro, R. A. (2012). *The passage of power*. Vol. 4 of *The years of Lyndon Johnson*. New York: Knopf.
- Carpenter, C. J. (2013). A meta-analysis of the effectiveness of the "But You Are Free" compliance-gaining technique. *Communication Studies*, 64, 6-17. <https://doi.org/10.1080/10510974.2012.727941>.
- Carr, N. (2010). *The shallows: What the internet is doing to our brains*. New York: W. W. Norton.
- Carter, S. E., & Sanna, L. J. (2006). Are we as good as we think? Observers' perceptions of indirect self-presentation as a social influence tactic. *Social Influence*, 1, 185-207. <https://doi.org/10.1080/15534510600937313>.
- Catapano, R., Tormala, Z. L., & Rucker, D. D. (2019). Perspective taking and self-persuasion: Why "putting yourself in their shoes" reduces openness to attitude change. *Psychological Science*, 30, 424-435. <https://doi.org/10.1177/0956797618822697>.
- Cavazza, N. (2016). When political candidates "go positive": The effects of flattering the rival in political communication. *Social Influence*, 11, 166-176. <https://doi.org/10.1080/15534510.2016.1206962>.
- Čehajić, S., & Brown, R. (2010). Silencing the past: Effects of intergroup contact on acknowledgment of in-group responsibility. *Social Psychological and Personality Science*, 1, 190-196. <https://doi.org/10.1177/1948550609359088>.
- Čehajić-Clancy, S., Effron, D. A., Halperin, E., Liberman, V., & Ross, L. D. (2011). Affirmation, acknowledgment of in-group responsibility, group-based guilt, and support for reparative measures. *Journal of Personality and Social Psychology*, 101, 256-270.

- Chagnon, N. A., & Bugos, P. E. (1979). Kin selection and conflict: An analysis of a Yanomamo ax fight. In N. A. Chagnon and W. Irons (eds.), *Evolutionary biology and social behavior* (pp. 213-238). North Scituate, MA: Duxbury.
- Chaiken, S. (1979). Communicator physical attractiveness and persuasion. *Journal of Personality and Social Psychology*, 37, 1387-1397.
- Chaiken, S. (1986). Physical appearance and social influence. In C. P. Herman, M. P. Zanna, and E. T. Higgins (eds.), *Physical appearance, stigma, and social behavior: The Ontario Symposium* (vol. 3, pp. 143-177). Hillsdale, NJ: Lawrence Erlbaum.
- Chajut, E., & Algom, D. (2003). Selective attention improves under stress. *Journal of Personality and Social Psychology*, 85, 231-248.
- Chambers, J. R., Schlenker, B. R., & Collisson, B. (2013). Ideology and prejudice: The role of value conflicts. *Psychological Science*, 24, 140-149.
- Chan, C., Berger, J., & Van Boven, L. (2012). Identifiable but not identical: Combining social identity and uniqueness motives in choice. *Journal of Consumer Research*, 39, 561-573. <https://doi.org/10.1086/664804>.
- Chan, E., & Sengupta, J. (2010). Insincere flattery actually works: A dual attitudes perspective. *Journal of Marketing Research*, 47, 122-133.
- Cheng, L., Hao, M., Xiao, L., & Wang, F. (2020). Join us: Dynamic norms encourage women to pursue STEM. *Current Psychology*. <https://doi.org/10.1007/s12144-020-01105-4>.
- Chernev, A. (2011). The dieter's paradox. *Journal of Consumer Psychology*, 21, 178-183.
- Chernyak, N., Leimgruber, K. L., Dunham, Y. C., Hu, J., & Blake, P. R. (2019). Paying back people who harmed us but not people who helped us: Direct negative reciprocity precedes direct positive reciprocity in early development. *Psychological Science*, 30, 1273-1286. <https://doi.org/10.1177/0956797619854975>.
- Cho, H., & Schwarz, N. (2010). I like those glasses on you, but not in the mirror: Fluency, preference, and virtual mirrors. *Journal of Consumer Psychology*, 20, 471-475.
- Christakis, N. A., & Fowler, J. H. (2014). Friendship and natural selection. *Proceedings of the National Academy of Sciences*, 111, 10796-10801. <https://doi.org/10.1073/pnas.1400825111>.
- Chugani, S., Irwin, J. E., & Redden, J. P. (2015). Happily ever after: The effect of identity-consistency on product satiation. *Journal of Consumer Research*, 42, 564-577. <https://doi.org/10.1093/jcr/ucv040>.
- Cialdini, R. B. (2003). Crafting normative messages to protect the environment. *Current Directions in Psychological Science*, 12, 105-109.
- Cialdini, R. B. (1997). Professionally responsible communication with the public: Giving psychology a way. *Personality and Social Psychology Bulletin*, 23, 675-683.
- Cialdini, R. B. (2016). *Pre-suasion: A revolutionary way to influence and persuade*.

- New York: Simon & Schuster.
- Cialdini, R.B. (2018). Why the world is turning to behavioral science. In A. Samson (ed.), *The behavioral economics guide 2018* (pp. vii-xiii). www.behavioraleconomics.com/the-behavioral-economics-guide-2018.
- Cialdini, R.B., & Ascani, K. (1976). Test of a concession procedure for inducing verbal, behavioral, and further compliance with a request to give blood. *Journal of Applied Psychology*, 61, 295-300.
- Cialdini, R.B., Borden, R.J., Thorne, A., Walker, M.R., Freeman, S., & Sloan, L.R. (1976). Basking in reflected glory: Three (football) field studies. *Journal of Personality and Social Psychology*, 34, 366-375.
- Cialdini, R.B., Brown, S.L., Lewis, B.P., Luce, C., & Neuberg, S.L. (1997). Reinterpreting the empathy-altruism relationship: When one into one equals oneness. *Journal of Personality and Social Psychology*, 73, 481-494.
- Cialdini, R.B., Cacioppo, J. T., Bassett, R., & Miller, J. A. (1978). Low-ball procedure for producing compliance: Commitment then cost. *Journal of Personality and Social Psychology*, 36, 463-476.
- Cialdini, R.B., Eisenberg, N., Green, B.L., Rhoads, K. v. L., & Bator, R. (1998). Undermining the undermining effect of reward on sustained interest. *Journal of Applied Social Psychology*, 28, 249-263.
- Cialdini, R.B., Li, J., Samper, A., & Wellman, E. (2021). How bad apples promote bad barrels: Unethical leader behavior and the selective attrition effect. *Journal of Business Ethics*, 168, 861-880.
- Cialdini, R.B., Petrova, P., & Goldstein, N.J. (2004). The hidden costs of organizational dishonesty. *MIT Sloan Management Review*, 45, 67-73.
- Cialdini, R.B., Trost, M.R., & Newsom, J. T. (1995). Preference for consistency: The development of a valid measure and the discovery of surprising behavioral implications. *Journal of Personality and Social Psychology*, 69, 318-328.
- Cialdini, R.B., Vincent, J.E., Lewis, S.K., Catalan, J., Wheeler, D., & Darby, B.L. (1975). Reciprocal concessions procedure for inducing compliance: The door-in-the-face technique. *Journal of Personality and Social Psychology*, 31, 206-215.
- Cialdini, R.B., Wosinska, W., Barrett, D.W., Butner, J., & Gornik-Durose, M. (1999). Compliance with a request in two cultures: The differential influence of social proof and commitment/consistency on collectivists and individualists. *Personality and Social Psychology Bulletin*, 25, 1242-1253.
- Cikara, M., & Paluck, E.L. (2013). When going along gets you nowhere and the upside of conflict behaviors. *Social and Personality Psychology Compass*, 7, 559-571. <https://doi.org/10.1111/spc3.12047>.
- Cikara, M., & van Bavel, J. (2014). The neuroscience of inter-group relations: An integrative review. *Perspectives on Psychological Science*, 9, 245-274.
- Cioffi, D., & Garner, R. (1996). On doing the decision: The effects of active versus passive choice on commitment and self-perception. *Personality and Social*

- Psychology Bulletin*, 22, 133-147.
- Cirelli, L. K., Einarson, K. M., & Trainor, L. J. (2014). Interpersonal synchrony increases prosocial behavior in infants. *Developmental Science*, 17, 1003-1011. <https://doi.org/10.1111/desc.12193>.
- Clark, C. J., Liu, B. S., Winegard, B. M., & Ditto, P. H. (2019). Tribalism is human nature. *Current Directions in Psychological Science*, 28, 587-592. <https://doi.org/10.1177/0963721419862289>.
- Clark, M. S., Lemay, E. P., Graham, S. M., Pataki, S. P., & Finkel, E. J. (2010). Ways of giving benefits in marriage: Norm use, relationship satisfaction, and attachment-related variability. *Psychological Science*, 21, 944-951.
- Clark, M. S., Mills, J. R., & Corcoran, D. M. (1989). Keeping track of needs and inputs of friends and strangers. *Personality and Social Psychology Bulletin*, 15, 533-542.
- Clark, R. D., III, & Word, L. E. (1972). Why don't bystanders help? Because of ambiguity? *Journal of Personality and Social Psychology*, 24, 392-400.
- Clark, R. D., III, & Word, L. E. (1974). Where is the apathetic bystander? Situational characteristics of the emergency. *Journal of Personality and Social Psychology*, 29, 279-287.
- Clarkson, J. J., Tormala, Z. L., & Rucker, D. D. (2011). Cognitive and affective matching effects in persuasion: An amplification perspective. *Personality and Social Psychology Bulletin*, 1415-1427.
- Clifford, S., & Jerit, J. (2016). Cheating on political knowledge questions in online surveys. *Public Opinion Quarterly*, 80, 858-887.
- Coghlan, T. (2015, July 14). Weidenfeld's crusade to save Christians of Syria. *The Times* (London), A30.
- Cohen, R. (1972). Altruism: Human, cultural, or what? *Journal of Social Issues*, 28, 39-57.
- Cohen, A. (1999, May 31). Special report: Troubled kids. *Time*, 38.
- Cohen, G. L., & Sherman, D. K. (2014). The psychology of change: Self-affirmation and social psychological intervention. *Annual Review of Psychology*, 65, 333-371.
- Cohen, M., & Davis, N. (1981). *Medication errors: Causes and prevention*. Philadelphia: G. F. Stickley.
- Coleman, N. V., & Williams, P. (2015). Looking for my self: Identity-driven attention allocation. *Journal of Consumer Psychology*, 25, 504-511.
- Collins, J. (2018). Simple heuristics that make algorithms smart. <http://behavioral-scientist.org/simple-heuristics-that-make-algorithms-smart>.
- Combs, D. J. Y., & Keller, P. S. (2010). Politicians and trustworthiness: Acting contrary to self-interest enhances trustworthiness. *Basic and Applied Social Psychology*, 32, 328-339.
- Converse, B. A., & Fishbach, A. (2012). Instrumentality boosts appreciation: Helpers are more appreciated while they are useful. *Psychological Science*, 23,

- 560-566.
- Conway, A., & Cowan, N. (2001). The cocktail party phenomenon revisited: The importance of working memory capacity. *Psychonomic Bulletin & Review*, 8, 331-335.
- Cooper, J., & Fazio, R. H. (1984). A new look at dissonance theory. In L. Berkowitz (ed.), *Advances in experimental social psychology* (vol. 17, pp. 229-266). New York: Academic Press.
- Coppock, A., Ekins, E., & Kirby, D. (2018). The long-lasting effects of newspaper op-eds on public opinion. *Quarterly Journal of Political Science*, 13, 59-87.
- Cornelissen, G., Pandelaere, M., Warlop, L., & Dewitte, S. (2008). Positive cueing: Promoting sustainable consumer behavior by cueing common environmental behaviors as environmental. *International Journal of Research in Marketing*, 25, 46-55. <https://doi.org/10.1016/j.ijresmar.2007.06.002>.
- Corning, A., & Schuman, H. (2013). Commemoration matters: The anniversaries of 9/11 and Woodstock. *Public Opinion Quarterly*, 77, 433-454.
- Cortijos-Bernabeu, A., Bjørndal, L. D., Ruggeri, K., Ali, S., Friedemann, M., Esteban-Serna, C., Khorrami, P. R., et al. (2020). Replicating patterns of prospect theory for decision under risk. *Nature Human Behaviour*, 4, 622-633.
- Cosmides, L., & Tooby, J. (2013). Evolutionary psychology: New perspectives on cognition and motivation. *Annual Review of Psychology*, 64, 201-229.
- Costa, D. L., & Kahn, M. E. (2008). *Heroes and cowards: The social face of war*. Princeton University Press.
- Craig, B. (1985, July 30). A story of human kindness. *Pacific Stars and Stripes*, 13-16.
- Crespelle, J. P. (1969). *Picasso and his women*. New York: Hodder & Stoughton.
- Cronley, M., Posavac, S. S., Meyer, T., Kardes, F. R., & Kellaris, J. J. (2005). A selective hypothesis testing perspective on price-quality inference and inference-based choice. *Journal of Consumer Psychology*, 15, 159-169.
- Cullum, J., O'Grady, M., Sandoval, P., Armeli, A., & Tennen, T. (2013). Ignoring norms with a little help from my friends: Social support reduces normative influence on drinking behavior. *Journal of Social and Clinical Psychology*: 32, 17-33. <https://doi.org/10.1521/jscp.2013.32.1.17>.
- Cunningham, M. R. (1986). Levites and brother's keepers: A sociobiological perspective on prosocial behavior. *Humboldt Journal of Social Relations*, 13, 35-67.
- Curry, O., Roberts, S. G. B., & Dunbar, R. I. M. (2013). Altruism in social networks: Evidence for a "kinship premium." *British Journal of Psychology*, 104, 283-295. <https://doi.org/10.1111/j.2044-8295.2012.02119.x>.
- Dai, X., Wertenbroch, K., & Brendel, C. M. (2008). The value heuristic in judgments of relative frequency. *Psychological Science*, 19, 18-19.
- Daly, M., Salmon, C., & Wilson, M. (1997). Kinship: The conceptual hole in psychological studies of social cognition and close relationships. In J. A. Simpson and

- D. T. Kendrick (eds.), *Evolutionary Social Psychology* (pp. 265–296). Mahwah, NJ: Erlbaum.
- Danchin, E., Nöbel, S., Pocheville, A., Dagaëff, A.-C., Demay, L., Alphan, M., Ranty-Roby, S., et al. (2018). Cultural flies: Conformist social learning in fruitflies predicts long-lasting mate-choice traditions. *Science*, *362*, 1025–1030.
- Darley, J. M., & Latané, B. (1968). Bystander intervention in emergencies: Diffusion of responsibility. *Journal of Personality and Social Psychology*, *8*, 377–383.
- Dauten, D. (2004, July 22). How to be a good waiter and other innovative ideas. *Arizona Republic*, D3.
- Davies, J. C. (1962). Toward a theory of revolution. *American Sociological Review*, *27*, 5–19.
- Davies, J. C. (1969). The J-curve of rising and declining satisfactions as a cause of some great revolutions and a contained rebellion. In H. D. Graham and T. R. Gurr (eds.), *Violence in America* (pp. 547–644). New York: Signet.
- Davies, K., Tropp, L. R., Aron, A., Pettigrew, T. F., & Wright, S. C. (2011). Cross-group friendships and intergroup attitudes: A meta-analytic review. *Personality and Social Psychology Review*, *15*, 332–351. <https://doi.org/10.1177/1088868311411103>.
- Davis, M. H., Conklin, L., Smith, A., & Luce, C. (1996). Effect of perspective taking on the cognitive representation of persons: A merging of self and other. *Journal of Personality and Social Psychology*, *70*, 713–726. <https://doi.org/10.1037/0022-3514.70.4.713>.
- DeBruine, L. M. (2002). Facial resemblance enhances trust. *Proceedings of the Royal Society, Series B*, *269*, 1307–1312.
- DeBruine, L. M. (2004). Resemblance to self increases the appeal of child faces to both men and women. *Evolution and Human Behavior*, *25*, 142–154.
- Dechêne, A., Stahl, C., Hansen, J., & Wänke, M. (2010). The truth about the truth: A meta-analytic review of the truth effect. *Personality and Social Psychology Review*, *14*, 238–257. <https://doi.org/10.1177/1088868309352251>.
- Deci, E. L., & Ryan, R. M. (1985). *Intrinsic motivation and self-determination in human behavior*. New York: Plenum.
- Deci, E. L., Spiegel, N. H., Ryan, R. M., Koestner, R., & Kauffman, M. (1982). Effects of performance standards on teaching styles: Behavior of controlling teachers. *Journal of Educational Psychology*, *74*, 852–859. <https://doi.org/10.1037/0022-0663.74.6.852>.
- De Dreu, C. K. W., & McCusker, C. (1997). Gain-loss frames and cooperation in two-person social dilemmas: A transformational analysis. *Journal of Personality and Social Psychology*, *72*, 1093–1106.
- De Dreu, C. K. W., Dussel, D. B., & Ten Velden, F. S. (2015). In intergroup conflict, self-sacrifice is stronger among pro-social individuals and parochial altruism emerges especially among cognitively taxed individuals. *Frontiers in Psychology*, *6*, 572. <https://doi.org/10.3389/fpsyg.2015.00572>.

- DeJong, C., Aguilar, T., Tseng, C-W., Lin, G. A., Boscardin, W. J., & Dudley, R. A. (2016). Pharmaceutical industry-sponsored meals and physician prescribing patterns for Medicare beneficiaries. *Journal of the American Medical Association: Internal Medicine*, 176, 1114-1122.
- de la Rosa, M. D., Sanabria, D., Capizzi, M., & Correa, A. (2012). Temporal preparation driven by rhythms is resistant to working memory interference. *Frontiers in Psychology*, 3. <https://doi.org/10.3389/fpsyg.2012.00308>.
- Dellande, S., & Nyer, P. (2007). Using public commitments to gain customer compliance. *Advances in Consumer Research*, 34, 249-255.
- De Martino, B., Bobadilla-Suarez, S., Nouguchi, T., Sharot, T., & Love, B. C. (2017). Social information is integrated into value and confidence judgments according to its reliability. *Journal of Neuroscience*, 37, 6066-6074. <https://doi.org/10.1523/JNEUROSCI.3880-16.2017>.
- Demuru, E., & Palagi, E. (2012). In Bonobos yawn contagion is higher among kin and friends. *PLoS ONE*, 7. <https://doi.org/10.1371/journal.pone.0049613>.
- DePaulo, B. M., Nadler, A., & Fisher, J. D. (eds.). (1983). Help seeking. Vol. 2 of *New directions in helping*. New York: Academic Press.
- Deutsch, M., & Gerard, H. B. (1955). A study of normative and informational social influences upon individual judgment. *Journal of Abnormal and Social Psychology*, 51, 629-636.
- Devlin, A. S., Donovan, S., Nicolov, A., Nold, O., Packard, A., & Zandan, G. (2009). "Impressive?" credentials, family photographs, and the perception of therapist qualities. *Journal of Environmental Psychology*, 29, 503-512. <https://doi.org/10.1016/j.jenvp.2009.08.008>.
- DeWall, C. N., MacDonald, G., et al. (2010). Acetaminophen reduces social pain: Behavioral and neural evidence. *Psychological Science*, 21, 931-937.
- Dhami, M. K. (2003). Psychological models of professional decision making. *Psychological Science*, 14, 175-180.
- Dikker, S., Wan, L., Davidesco, I., Kaggen, L., Oostrik, M., McClintock, J., Rowland, J., et al. (2017). Brain-to-brain synchrony tracks real-world dynamic group interactions in the classroom. *Current Biology*, 27, 1375-1380. <https://doi.org/10.1016/j.cub.2017.04.002>.
- Dillard, J. P., Kim, J., & Li, S. S. (2018). Anti-sugar-sweetened beverage messages elicit reactance: Effects on attitudes and policy preferences. *Journal of Health Communication*, 23, 703-711. <https://doi.org/10.1080/10810730.2018.1511012>.
- Dimmock, S. G., Gerken, W. C., & Graham, N. P. (2018). Is fraud contagious? Coworker influence on misconduct by financial advisors. *Journal of Finance*, 73, 1417-1450. <https://doi.org/10.1111/jofi.12613>.
- Dion, K. K. (1972). Physical attractiveness and evaluation of children's transgressions. *Journal of Personality and Social Psychology*, 24, 207-213.
- Dixon, J., Durrheim, K., & Tredoux, C. (2005). Beyond the optimal contact strategy:

- A reality check for the contact hypothesis. *American Psychologist*, 60, 697-711.
- Dolińska, B., Jarzabek, J., & Doliński, D. (2020). I like you even less at Christmas dinner! *Basic and Applied Social Psychology*, 42, 88-97. <https://doi.org/10.1080/01973533.2019.1695615>.
- Doliński, D. (2000). Inferring one's beliefs from one's attempt and consequences for subsequent compliance. *Journal of Personality and Social Psychology*, 78, 260-272.
- Doliński, D. (2016). *Techniques of social influence: The psychology of compliance*. New York: Routledge.
- Doliński, D., & Grzyb, T. (2020). *Social psychology of obedience toward authority: Empirical tribute to Stanley Milgram*. London: Routledge.
- Doliński, D., Grzyb, T., Folwarczny, M., Grzybała, P., Krzyszycha, K., Martynowska, K., & Trojanowski, J. (2017). Would you deliver an electric shock in 2015? Obedience in the experimental paradigm developed by Stanley Milgram in the 50 years following the original studies. *Social Psychological and Personality Science*, 8, 927-933.
- Dolnik, L., Case, T. I., & Williams, K. D. (2003). Stealing thunder as a courtroom tactic revisited: Processes and boundaries. *Law and Human Behavior*, 27, 267-287.
- Donaldson, S. I., Graham, J. W., Piccinin, A. M., & Hansen, W. B. (1995). Resistance-skills training and onset of alcohol use. *Health Psychology*, 14, 291-300.
- Doob, A. N., & Gross, A. E. (1968). Status of frustrator as an inhibitor of horn-honking response. *Journal of Social Psychology*, 76, 213-218.
- Dovidio, J. F., Gaertner, S. L., & Saguy, T. (2009). Commonality and the complexity of "We": Social attitudes and social change. *Personality and Social Psychology Review*, 13, 3-20. <https://doi.org/10.1177/1088868308326751>.
- Drachman, D., deCarufel, A., & Inkso, C. A. (1978). The extra credit effect in interpersonal attraction. *Journal of Experimental Social Psychology*, 14, 458-467.
- Driscoll, R., Davis, K. E., & Lipetz, M. E. (1972). Parental interference and romantic love: The Romeo and Juliet effect. *Journal of Personality and Social Psychology*, 24, 1-10.
- Drolet, A., & Aaker J. (2002). Off-target? Changing cognitive-based attitudes. *Journal of Consumer Psychology*, 12, 59-68.
- Drury, J. (2018). The role of social identity processes in mass emergency behaviour: An integrative review. *European Review of Social Psychology*, 29, 38-81. <https://doi.org/10.1080/10463283.2018.1471948>.
- Du, X. (2019). What's in a surname? The effect of auditor-CEO surname sharing on financial misstatement. *Journal of Business Ethics*, 158, 849-874. <https://doi.org/10.1007/s10551-017-3762-5>.
- DuBois, D. L., Portillo, N., Rhodes, J. E., Silverthorn, N., & Valentine, J. C. (2011). How effective are mentoring programs for youth? A systematic assessment of

- the evidence. *Psychological Science in the Public Interest*, 12, 57–91. <https://doi.org/10.1177/1529100611414806>.
- Duguid, M. M., & Goncalo, J. A. (2012). Living large: The powerful overestimate their own height. *Psychological Science*, 23, 36–40. <https://doi.org/10.1177/0956797611422915>.
- Duguid, M. M., & Thomas-Hunt, M. C. (2015). Condoning stereotyping? How awareness of stereotyping prevalence impacts expression of stereotypes. *Journal of Applied Psychology*, 100, 343–359. <https://doi.org/10.1037/a0037908>.
- Dunbar, R. I. M. (2012). On the evolutionary function of song and dance. In N. Bannan (ed.), *Music, language and human evolution* (pp.201–214). Oxford: Oxford University Press.
- Dunfield, K. A., & Kuhlmeier, V. A. (2010). Intention-mediated selective helping in infancy. *Psychological Science*, 21, 523–527.
- Dwyer, D. M., Figueroa, J., Gasalla, P., & López, M. (2018). Reward adaptation and the mechanisms of learning: Contrast changes reward value in rats and drives learning. *Psychological Science*, 29, 219–227.
- Eagly, A. H., Wood, W., & Chaiken, S. (1978). Causal inferences about communicators and their effect on opinion change. *Journal of Personality and Social Psychology*, 36, 424–435.
- Easterbrook, J. A. (1959). The effects of emotion on cue utilization and the organization of behavior. *Psychological Review*, 66, 183–201.
- Edwards, M. L., Dillman, D. A., & Smyth, J. D. (2014). An experimental test of the effects of survey sponsorship on internet and mail survey response. *Public Opinion Quarterly*, 78, 734–750.
- Effron, D. A., Bryan, C. J., & Murnighan, J. K. (2015). Cheating at the end to avoid regret. *Journal of Personality and Social Psychology*, 109, 395–414. <https://doi.org/10.1037/pspa0000026>.
- Efran, M. G., & Patterson, E. W. J. (1976). The politics of appearance. Unpublished manuscript, University of Toronto.
- Ellemers, N., & van Nunspeet, F. (2020). Neuroscience and the social origins of moral behavior: How neural underpinnings of social categorization and conformity affect everyday moral and immoral behavior. *Current Directions in Psychological Science* 29, 513–520. <https://doi.org/10.1177/0963721420951584>.
- Epley, N., & Gilovich, T. (2006). The anchoring-and-adjustment heuristic: Why adjustments are insufficient. *Psychological Science*, 17, 311–318.
- Epstein, S., Lipson, A., Holstein, C., & Huh, E. (1992). Irrational reactions to negative outcomes: Evidence for two conceptual systems. *Journal of Personality and Social Psychology*, 62, 328–339.
- Epstein, S., Donovan, S., & Denes-Raj, V. (1999). The missing link in the paradox of the Linda conjunction problem: Beyond knowing and thinking of the conjunction rule, the intrinsic appeal of heuristic processing. *Personality and Social*

- Psychology Bulletin*, 25, 204-214.
- Facci, E., L., & Kasarda, J.D. (2004). Revisiting wind-shear accidents: The social proof factor. Proceedings of the 49th Corporate Aviation Safety Seminar (pp.205-232). Alexandria, VA: Flight Safety Foundation.
- Faiman-Silva, S. (1997). *Choctaws at the crossroads*. Lincoln: University of Nebraska Press.
- Fan, M., Billings, A., Zhu, X., & Yu, P. (2019). Twitter-based BIRGing: Big data analysis of English National Team fans during the 2018 FIFA World Cup. *Communication & Sport*. <https://doi.org/10.1177/2167479519834348>.
- Fang, X., Singh, S., & Ahulwailia, R. (2007). An examination of different explanations for the mere exposure effect. *Journal of Consumer Research*, 34, 97-103.
- Farrow, K., Grolleau, G., & Ibanez, L. (2017). Social norms and pro-environmental behavior: A review of the evidence. *Ecological Economics*, 140, 1-13.
- Fazio, L. K., Rand, D. G., & Pennycook, G. (2019). Repetition increases perceived truth equally for plausible and implausible statements. *Psychonomic Bulletin Review*, 26, 1705-1710.
- Fazio, R. H., Sherman, S. J., & Herr, P. M. (1982). The feature-positive effect in the self-perception process. *Journal of Personality and Social Psychology*, 42, 404-411.
- Fein, S., Goethals, G. R., & Kugler, M. B. (2007). Social influence on political judgments: The case of presidential debates. *Political Psychology*, 28, 165-192. <https://doi.org/10.1111/j.1467-9221.2007.00561.x>.
- Feinberg, R. A. (1986). Credit cards as spending facilitating stimuli. *Journal of Consumer Research*, 13, 348-356.
- Feinberg, R. A. (1990). The social nature of the classical conditioning phenomena in people. *Psychological Reports*, 67, 331-334.
- Feld, J., Salamanca, N., Hamermesh, D. S. (2015). Endophilia or exophobia: Beyond discrimination. *Economic Journal*, 126, 1503-1527.
- Fennis, B. M., Janssen, L., & Vohs, K. D. (2008). Acts of benevolence: A limited-resource account of compliance with charitable requests. *Journal of Consumer Research*, 35, 906-924.
- Fennis, B. M., & Stroebe, W. (2014). Softening the blow: Company self-disclosure of negative information lessens damaging effects on consumer judgment and decision making. *Journal of Business Ethics*, 120, 109-120.
- Festinger, L. (1957). *A theory of cognitive dissonance*. Stanford, CA: Stanford University Press.
- Festinger, L., & Carlsmith, J. M. (1959). Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203-210. <https://doi.org/10.1037/h0041593>.
- Festinger, L., Riecken, H. W., & Schachter, S. (1964). *When prophecy fails*. New York: Harper & Row.

- Fischer, P., Krueger, J. I., Greitemeyer, T., Vogrincic, C., Kastenmüller, A., Frey, D., Heene, M., et al. (2011). The bystander-effect: A meta-analytic review on bystander intervention in dangerous and non-dangerous emergencies. *Psychological Bulletin*, 137, 517-537. <https://doi.org/10.1037/a0023304>.
- Fiske, S. T., & Neuberg, S. L. (1990). A continuum of impression formation: Influences of information and motivation on attention and interpretation. In M. P. Zanna (ed.), *Advances in experimental social psychology* (vol. 23, pp. 1-74). New York: Academic Press.
- Fisman, R., Paravisini, D., & Vig, V. (2017). Cultural proximity and loan outcomes. *American Economic Review*, 107, 457-492.
- Flade, F., Klar, Y., & Imhoff, R. (2019). Unite against: A common threat invokes spontaneous decategorization between social categories. *Journal of Experimental Social Psychology*, 85. <https://doi.org/10.1016/j.jesp.2019.103890>.
- Fleming, T. (1997, November 23). 13 things you never knew about the American Revolution. *Parade*, 14-15.
- Flynn, F. J. (2003). What have you done for me lately? Temporal adjustments to favor evaluations. *Organizational Behavior and Human Decision Processes*, 91, 38-50.
- Foddy, M., Platow, M. J., & Yamagishi, T. (2009). Group-based trust in strangers. *Psychological Science*, 20, 419-422.
- Foerster, M., Roser, K., Schoeni, A., & Rösli, M. (2015). Problematic mobile phone use in adolescents: Derivation of a short scale MPPUS-10. *International Journal of Public Health*, 60, 277-286. <https://doi.org/10.1007/s00038-015-0660-4>.
- Fogg, B. J., & Nass, C. (1997a). How users reciprocate to computers: An experiment that demonstrates behavior change. In *Extended Abstracts of the CHI97 Conference of the ACM/SIGCHI*. New York: ACM.
- Fogg, B. J., & Nass, C. (1997b). Silicon sycophants: The effects of computers that flatter. *International Journal of Human-Computer Studies*, 46(5), 551-561.
- Fombelle, P., Gustafsson, A., Andreassen, T. W., & Witell, L. (2010). *Give and thou shall receive: Customer reciprocity in a retail setting*. Paper presented at the 19th Annual Frontiers In Service Conference, Karlstad, Sweden.
- Forman, C., Ghose, A., & Wiesenfeld, B. (2008). Examining the relationship between reviews and sales: The role of reviewer identity disclosure in electronic markets. *Information Research Systems*, 19, 291-313. <https://doi.org/10.1287/isre.1080.0193>.
- Fornara, F., Carrus, G., Passafaro, P., & Bonnes, M. (2011). Distinguishing the sources of normative influence on pro-environmental behaviors: The role of local norms in household waste recycling. *Group Processes & Intergroup Dynamics*, 14, 623-635.
- Fox, C. R., Linder, J. A., & Doctor, J., N. (2016, March 27). How to stop overprescribing antibiotics. *New York Times*. www.nytimes.com/2016/03/27/opinion/

- sunday/how-to-stop-overprescribing-antibiotics.html.
- Fox, M. W. (1974). *Concepts in ethology: Animal and human behavior*. Minneapolis: University of Minnesota Press.
- Frank, R. H. (2020). *Under the Influence: Putting peer pressure to work*. Princeton, NJ: Princeton University Press.
- Fraune, M. R. (2020). Our robots, our team: Robot anthropomorphism moderates group effects in human-robot teams. *Frontiers in Psychology*, 11, 1275. <https://doi.org/10.3389/fpsyg.2020.01275>.
- Fredman, L. A., Buhrmester, M. D., Gomez, A., Fraser, W. T., Talaifar, S., Brannon, S. M., & Swann, Jr., W. B. (2015). Identity fusion, extreme pro-group behavior, and the path to defusion. *Social and Personality Psychology Compass*, 9, 468-480. <https://doi.org/10.1111/spc3.12193>.
- Freedman, J. L. (1965). Long-term behavioral effects of cognitive dissonance. *Journal of Experimental Social Psychology*, 1, 145-155.
- Freedman, J. L., & Fraser, S. C. (1966). Compliance without pressure: The foot-in-the-door technique. *Journal of Personality and Social Psychology*, 4, 195-203.
- Freling, T. H., & Dacin, P. A. (2010). When consensus counts: Exploring the impact of consensus claims in advertising. *Journal of Consumer Psychology*, 20, 163-175.
- Frenzen, J. R., & Davis, H. L. (1990). Purchasing behavior in embedded markets. *Journal of Consumer Research*, 17, 1-12.
- Friedman, H. H., & Rahman, A. (2011). Gifts-upon-entry and appreciative comments: Reciprocity effects in retailing. *International Journal of Marketing Studies*, 3, 161-164.
- Friestad, M., & Wright, P. (1995). Persuasion knowledge: Lay people's and researchers' beliefs about the psychology of persuasion. *Journal of Consumer Research*, 22, 62-74.
- Fröhlich, M., Müller, G., Zeiträg, C., Wittig, R. M., & Pika, S. (2020). Begging and social tolerance: Food solicitation tactics in young chimpanzees (*Pan troglodytes*) in the wild. *Evolution and Human Behavior*, 41, 126-135. <https://doi.org/10.1016/j.evolhumbehav.2019.11.002>.
- Furnham, A. (1996). Factors relating to the allocation of medical resources. *Journal of Social Behavior and Personality*, 11, 615-624.
- Gaesser, B., Shimura, Y., & Cikara, M. (2020). Episodic simulation reduces intergroup bias in prosocial intentions and behavior. *Journal of Personality and Social Psychology*, 118, 683-705. <https://doi.org/10.1037/pspi0000194>.
- Gal, D. & Rucker D. D. (2010). When in doubt, shout! Paradoxical influences of doubt on proselytizing. *Psychological Science*, 21, 1701-1707.
- Galinsky, A. D., & Moskowitz, G. B. (2000). Perspective-taking: Decreasing stereotype expression, stereotype accessibility, and in-group favoritism. *Journal of Personality and Social Psychology*, 78, 708-724. <https://doi.org/10.1037/0022-3514.78.4.708>.

- Gallup, A. C., Hale, J. J., Sumpter, D. J. T., Garnier, S., Kacelnik, A., Krebs, J. R., & Couzin, I. D. (2012). Visual attention and the acquisition of information in human crowds. *Proceedings of the National Academy of Sciences*, 109, 7245-7250. <https://doi.org/10.1073/pnas.1116141109>.
- Gansberg, M. (1964, March 27). 37 who saw murder didn't call the police. *New York Times*, 1.
- Garcia, D., & Rimé, B. (2019). Collective emotions and social resilience in the digital traces after a terrorist attack. *Psychological Science*, 30, 617-628. <https://doi.org/10.1177/0956797619831964>.
- Garcia, J. H., Sterner, T., & Afsah, S. (2007). Public disclosure of industrial pollution: The PROPER approach in Indonesia. *Environmental and Developmental Economics*, 12, 739-756.
- Garner, R. L. (2005). What's in a name? Persuasion perhaps? *Journal of Consumer Psychology*, 15, 108-116.
- Gawronski, B. (2003). Implicational schemata and the correspondence bias: On the diagnostic value of situationally constrained behavior. *Journal of Personality and Social Psychology*, 84, 1154-1171.
- Geers, A. L., Rose, J. P., Fowler, S. L., Rasinski, H. M., Brown, J. A., & Helfer, S. G. (2013). Why does choice enhance treatment effectiveness? Using placebo treatments to demonstrate the role of personal control. *Journal of Personality and Social Psychology*, 105(4), 549-566. <https://doi.org/10.1037/a0034005>.
- Gehlbach, H., Brinkworth, M. E., King, A. M., Hsu, L. M., McIntyre, J., & Rogers, T. (2016). Creating birds of similar feathers: Leveraging similarity to improve teacher-student relationships and academic achievement. *Journal of Educational Psychology*, 108(3), 342-352. <http://dx.doi.org/10.1037/edu0000042>.
- George, W. H., Gournic, S. J., & McAfee, M. P. (1988). Perceptions of postdrinking female sexuality. *Journal of Applied Social Psychology*, 18, 1295-1317.
- Gerard, H. B., & Mathewson, G. C. (1966). The effects of severity of initiation on liking for a group: A replication. *Journal of Experimental Social Psychology*, 2, 278-287.
- Gerend, M. A., & Maner, J. K. (2011). Fear, anger, fruits, and veggies: Interactive effects of emotion and message framing on health behavior. *Health Psychology*, 30, 420-423. <https://doi.org/10.1037/a0021981>.
- Gergen, K., Ellsworth, P., Maslach, C., & Seipel, M. (1975). Obligation, donor resources, and reactions to aid in three cultures. *Journal of Personality and Social Psychology*, 31, 390-400.
- Ghosh, B. (2009, June 8). How to make terrorists talk. *Time*, 40-43.
- Gigerenzer, G., & Goldstein, D. G. (1996). Reasoning the fast and frugal way: Models of bounded rationality. *Psychological Review*, 103, 650-669.
- Gilbert, D. T. (2006). *Stumbling on happiness*. New York: Knopf.
- Gino, F., & Galinsky, A. D. (2012). Vicarious dishonesty: When psychological close-

- ness creates distance from one's moral compass. *Organizational Behavior and Human Decision Processes*, 119, 15-26.
- Gneezy, A., Imas, A., Brown, A., Nelson, L. D., & Norton, M. I. (2012). Paying to be nice: Consistency and costly prosocial behavior. *Management Science*, 58, 179-187.
- Gold, B. P., Frank, M. J., Bogert, B., & Brattico, E. (2013). Pleasurable music affects reinforcement learning according to the listener. *Frontiers in Psychology*, 4. <https://doi.org/10.3389/fpsyg.2013.00541>.
- Goldenberg, A., Garcia, D., Halperin, E., & Gross, J. J. (2020). Collective emotions. *Current Directions in Psychological Science*, 29(2), 154-160. <https://doi.org/10.1177/0963721420901574>.
- Goldenberg, J. L., Courtney, E. P., & Felig, R. N. (2020). Supporting the dehumanization hypothesis, but under what conditions? A commentary on Over (2021). *Perspectives on Psychological Science* 16, 14-21. <https://doi.org/10.1177/1745691620917659>.
- Goldstein, N. J., Griskevicius, V., & Cialdini, R. B. (2011). Reciprocity by proxy: A new influence strategy for motivating cooperation and prosocial behavior. *Administrative Science Quarterly*, 56, 441-473.
- Goldstein, N. J., Mortensen, C. R., Griskevicius, V., & Cialdini, R. B. (2007, January 16). I'll scratch your back if you scratch my brother's: The extended self and extradyadic reciprocity norms. Poster presented at the meeting of the Society of Personality and Social Psychology, Memphis, TN.
- Goldstein, N. J., Vezich, I. S., & Shapiro, J. R. (2014). Perceived perspective taking: When others walk in our shoes. *Journal of Personality and Social Psychology*, 106, 941-960. <https://doi.org/10.1037/a0036395>.
- Gollwitzer, P. M., Sheeran, P., Michalski, V., & Seifert, A. E. (2009). When intentions go public: Does social reality widen the intention-behavior gap? *Psychological Science*, 20, 612-618.
- Gómez, Á., Dovidio, J. F., Gaertner, S. L., Fernández, S., & Vázquez, A. (2013). Responses to endorsement of commonality by in-group and outgroup members: The roles of group representation and threat. *Personality and Social Psychology Bulletin*, 39, 419-431. <https://doi.org/10.1177/0146167213475366>.
- Gonzales, M. H., Davis, J. M., Loney, G. L., Lukens, C. K., & Junghans, C. M. (1983). Interactional approach to interpersonal attraction. *Journal of Personality and Social Psychology*, 44, 1192-1197.
- Goode, E., & Carey, B. (2015, October 7). Mass killings are seen as a kind of contagion. *New York Times*, A21.
- Goodenough, U. W. (1991). Deception by pathogens. *American Scientist*, 79, 344-355.
- Goodman-Delahunty, J., Martschuk, N., & Dhami, M. K. (2014). Interviewing high value detainees: Securing cooperation and disclosures. *Applied Cognitive*

- Psychology*, 28, 883-897.
- Gorn, G. J. (1982). The effects of music in advertising on choice behavior: A classical conditioning approach. *Journal of Marketing*, 46, 94-101.
- Gould, M. S., & Shaffer, D. (1986). The impact of suicide in television movies. *New England Journal of Medicine*, 315, 690-694.
- Gouldner, A. W. (1960). The norm of reciprocity: A preliminary statement. *American Sociological Review*, 25, 161-178.
- Grant, A. (2013). *Give and take*. New York: Viking.
- Grant, A. M., & Hofmann, D. A. (2011). It's not all about me: Motivating hand hygiene among health care professionals by focusing on patients. *Psychological Science*, 22, 1494-1499.
- Grant Halvorson, H., & Higgins, E. T. (2013). *Focus: Use different ways of seeing the world for success and influence*. New York: Penguin.
- Green, F. (1965). The "foot-in-the-door" technique. *American Salesmen*, 10, 14-16.
- Greenberg, M. S., & Shapiro, S. P. (1971). Indebtedness: An adverse effect of asking for and receiving help. *Sociometry*, 34, 290-301.
- Greene, J. (2014). *Moral tribes*. New York: Penguin.
- Greenwald, A. F., Carnot, C. G., Beach, R., & Young, B. (1987). Increasing voting behavior by asking people if they expect to vote. *Journal of Applied Psychology*, 72, 315-318.
- Greenwald, A. G., & Pettigrew, T. F. (2014). With malice toward none and charity for some. *American Psychologist*, 69, 669-684.
- Greenwood, B. N., Hardeman, R. R., Huang, L., & Sojourner, A. (2020). Physician-patient racial concordance and disparities in birthing mortality for newborns. *Proceedings of the National Academy of Sciences*, 117, 21194-21200. <https://doi.org/10.1073/pnas.1913405117>.
- Grey, K., Rand, D. G., Ert, E., Lewis, K., Hershman, S., & Norton, M. I. (2014). The emergence of "us and them" in 80 lines of code: Modeling group genesis in homogeneous populations. *Psychological Science*, 25, 982-990.
- Griskevicius, V., Cialdini, R. B., & Kenrick, D. T. (2006). Peacocks, Picasso, and parental investment: The effects of romantic motives on creativity. *Journal of Personality and Social Psychology*, 91, 63-76.
- Griskevicius, V., Goldstein, N. J., Mortensen, C. R., Sundie, J. M., Cialdini, R. C., & Kenrick, D. T. (2009). Fear and loving in Las Vegas: Evolution, emotion, and persuasion. *Journal of Marketing Research*, 46, 384-395.
- Guadagno, R. E., & Cialdini, R. B. (2007). Persuade him by email, but see her in person: Online persuasion revisited. *Computers in Human Behavior*, 23, 999-1015.
- Guéguen, N. (2009). Mimicry and seduction: An evaluation in a courtship context. *Social Influence*, 4, 249-255.
- Guéguen, N. (2016). "You will probably refuse, but . . .": When activating reactance

- in a single sentence increases compliance with a request. *Polish Psychological Bulletin*, 47, 170–173.
- Guéguen, N., Jacob, C., & Meineri, S. (2011). Effects of the door-in-the-face technique on restaurant customers' behavior. *International Journal of Hospitality Management*, 30, 759–761.
- Guéguen, N., Joule, R. V., Halimi, S., Pascual, A., Fischer-Lokou, J., & Dufourcq-Brana, M. (2013). I'm free but I'll comply with your request: Generalization and multidimensional effects of the "evoking freedom" technique. *Journal of Applied Social Psychology*, 43, 116–137.
- Guéguen, N., Meineri, S., & Fischer-Lokou, J. (2014). Men's music ability and attractiveness to women in a real-life courtship contest. *Psychology of Music*, 42, 545–549.
- Guéguen, N., & Pascual, A. (2000). Evocation of freedom and compliance: The "But you are free of . . ." technique. *Current Research in Social Psychology*, 5, 264–270.
- Guéguen, N., & Pascual, A. (2014). Low-ball and compliance: Commitment even if the request is a deviant one. *Social Influence*, 9, 162–171. <https://doi.org/10.1080/15534510.2013.798243>.
- Gyuris, P., Kozma L., Kisander Z., Láng A., Ferencz, T., & Kocsor, F. (2020). Sibling relations in patchwork families: Co-residence is more influential than genetic relatedness. *Frontiers of Psychology II*: 993. <https://doi.org/10.3389/fpsyg.2020.00993>.
- Hadland, S.E., Cerda, M., Li, Y., Krieger, M.S., & Marshall, B.D.L. (2018). Association of pharmaceutical industry marketing with opioid products to physicians with subsequent opioid prescribing. *Journal of the American Medical Association: Internal Medicine*, 178, 861–863.
- Hadnagy, C., & Schulman, S. (2021). *Human hacking: Win friends, influence people, and leave them better off for having met you*. New York: Harper Business.
- Hagler, K. J., Pearson, M. R., Venner, B. L., & Greenfield, K. L. (2017). Descriptive drinking norms in Native American and non-Hispanic white college students. *Addictive Behaviors*, 72, 45–50. <https://doi.org/10.1016/j.addbeh.2017.03.017>.
- Hakamata, Y., Lissek, S., Bar-Haim, Y., Britton, J. C., Fox, N. A., Leibenluft, E., Ernest, M., & Pine, D. S. (2010). Attention bias modification treatment: A meta-analysis toward the establishment of novel treatment for anxiety. *Biological Psychiatry*, 68, 982–990. <https://doi.org/10.1016/j.biopsych.2010.07.021>.
- Halpern, D. (2016). *Inside the nudge unit: How small changes can make a big difference*. London: Elbury.
- Hamermesh, D. (2011). *Beauty pays: Why attractive people are more successful*. Princeton, NJ: Princeton University Press.
- Hamermesh, D., & Biddle, J. E. (1994). Beauty and the labor market. *American Economic Review*, 84, 1174–1194.

- Hamilton, W.D. (1964). The genetic evolution of social behavior. *Journal of Theoretical Biology*, 7, 1-52.
- Hamlin, J.K., Mahajan, N., Liberman, Z., & Wynn, K. (2013). Not like me = bad: Infants prefer those who harm dissimilar others. *Psychological Science*, 24, 589-594. <https://doi.org/10.1177/0956797612457785>.
- Harmon-Jones, E., Harmon-Jones, C., & Levy, N. (2015). An action-based model of cognitive-dissonance processes. *Current Directions in Psychological Science*, 24, 184-189. <https://doi.org/10.1177/0963721414566449>.
- Harvey, A.R. (2018). Music and the meeting of human minds. *Frontiers in Psychology*, 9, 762. <https://doi.org/10.3389/fpsyg.2018.00762>.
- Haselton, M.G., & Nettle, D. (2006). The paranoid optimist: An integrated evolutionary model of cognitive biases. *Personality and Social Psychology Review*, 10, 47-66.
- Haslam, N. (2006). Dehumanization: An integrative review. *Personality and Social Psychology Review*, 10, 252-264.
- Haslam, N., & Loughnan, S. (2014). Dehumanization and inhumanization. *Annual Review of Psychology*, 65, 399-423. <https://doi.org/10.1146/annurev-psych-010213-115045>.
- Hassan, S. (2000). *Releasing the bonds: Empowering people to think for themselves*. Boston: Freedom of Mind Press.
- Hatemi, P.K., & McDermott, R. (2012). The genetics of politics: Discovery, challenges, and progress. *Trends in Genetics*, 28, 525-533.
- Hattori, Y., & Tomonaga, M. (2020). Rhythmic swaying induced by sound in chimpanzees (*Pan troglodytes*). *Proceedings of the National Academy of Sciences*, 117, 936-942. <https://doi.org/10.1073/pnas.1910318116>.
- Häubl, G., & Popkowski Leszczyc, P.T.L. (2019). Bidding frenzy: Speed of competitor reaction and willingness to pay in auctions. *Journal of Consumer Research*, 45, 1294-1314. <https://doi.org/10.1093/jcr/ucy056>.
- Helman, E., Flake, J.K., & Freeman, J.B. (2018). The faces of group members share physical resemblance. *Personality and Social Psychology Bulletin*, 44(1), 3-15. <https://doi.org/10.1177/0146167217722556>.
- Heijkoop, M., Dubas, J.S., & van Aken, M.A.G. (2009). Parent-child resemblance and kin investment. *European Journal of Developmental Psychology*, 6, 64-69.
- Heilman, C.M., Nakamoto, K., & Rao, A.G. (2002). Pleasant surprises: Consumer response to unexpected in-store coupons. *Journal of Marketing Research*, 39, 242-252.
- Heilman, M.E. (1976). Oppositional behavior as a function of influence attempt intensity and retaliation threat. *Journal of Personality and Social Psychology*, 33, 574-578.
- Heinrich, C.U., & Borkenau, P. (1998). Deception and deception detection: The role of cross-modal inconsistency. *Journal of Personality*, 66, 687-712.

- Henry, M. L., Ferraro, P. J., & Kontoleon, A. (2019). The behavioural effect of electronic home energy reports: Evidence from a randomised field trial in the United States. *Energy Policy*, 132, 1256-1261. <https://doi.org/10.1016/j.enpol.2019.06.039>.
- Hershfield, H. E., Goldstein, D. G., Sharpe, W. F., Fox, J., Yeykelis, L., Carstensen, L. L., & Bailenson, J. N. (2011). Increasing saving behavior through age-progressed renderings of the future self. *Journal of Marketing Research*, 48, 23-37. <https://doi.org/10.1509/jmkr.48.SPL.S23>.
- Higgins, C. A., & Judge, T. A. (2004). The effect of applicant influence tactics on recruiter perceptions of fit and hiring recommendations: A field study. *Journal of Applied Psychology*, 89, 622-632.
- Higgins, E. T., (2012). *Beyond pleasure and pain: How motivation works*. New York: Oxford University Press.
- Higgins, E. T., Lee, J., Kwon, J., & Trope, Y. (1995). When combining intrinsic motivations undermines interest. *Journal of Personality and Social Psychology*, 68, 749-767.
- Higgins, E. T., Shah, J., & Friedman, R. (1997). Emotional responses to goal attainment: Strength of regulatory focus as moderator. *Journal of Personality and Social Psychology*, 72, 515-525. <https://doi.org/10.1037/0022-3514.72.3.515>.
- Higham, P. A., & Carment, D. W. (1992). The rise and fall of politicians. *Canadian Journal of Behavioral Science*, 404-409.
- Hildreth, J. A., & Anderson, C. (2018). Does loyalty trump honesty? Moral judgments of loyalty-driven deceit. *Journal of Experimental Social Psychology*, 79, 87-94.
- Hills, T. T. (2019). The dark side of information proliferation. *Perspectives on Psychological Science*, 14, 323-330. <https://doi.org/10.1177/1745691618803647>.
- Hills, T. T., Adelman, J. S., & Noguchi, T. (2017). Attention economies, information crowding, and language change. In M. N. Jones (ed.), *Big data in cognitive science* (pp. 270-293). New York: Routledge.
- Hobfoll, S. E. (2001). The influence of culture, community, and the nested-self in the stress process. *Applied Psychology: An International Review*, 50, 337-421.
- Hodson, G. (2011). Do ideologically intolerant people benefit from intergroup contact? *Current Directions in Psychological Science*, 20, 154-159. <https://doi.org/10.1177/0963721411409025>.
- Hodson, G., Crisp, R. J., Meleady, R., & Earle, M. (2018). Intergroup contact as an agent of cognitive liberalization. *Perspectives on Psychological Science*, 13, 523-548. <https://doi.org/10.1177/1745691617752324>.
- Hofling, C. K., Brotzman, E., Dalrymple, S., Graves, N., & Pierce, C. M. (1966). An experimental study of nurse-physician relationships. *Journal of Nervous and Mental Disease*, 143, 171-180.
- Hofmann, W., De Houwer, J., Perugini, M., Baeyens, F., & Crombez, G. (2010). Evaluative conditioning in humans: A meta-analysis. *Psychological Bulletin*, 136,

- 390-421. <http://dx.doi.org/10.1037/a0018916>.
- Holmes, W. (2004). The early history of Hamiltonian-based research on kin recognition. *Annales Zoologici Fennici*, 41, 691-711.
- Holmes, W.G., & Sherman, P.W. (1983). Kin recognition in animals. *American Scientist*, 71, 46-55.
- Hove, M.J., & Risen, J.L. (2009). It's all in the timing: Interpersonal synchrony increases affiliation. *Social Cognition*, 27, 949-961.
- Howard, D.J. (1990). The influence of verbal responses to common greetings on compliance behavior: The foot-in-the-mouth effect. *Journal of Applied Social Psychology*, 20, 1185-1196.
- Howard, D.J., Shu, S.B., & Kerin, R.A. (2007). Reference price and scarcity appeals and the use of multiple influence strategies in retail newspaper advertising. *Social Influence*, 2, 18-28.
- Howe, L.C., Carr, P.B., & Walton, G.W. (2021). Normative appeals are more effective when they invite people to work together toward a common goal. *Journal of Personality and Social Psychology*, 121, 215-238.
- Howe, M.L. (2003). Memories from the cradle. *Current Directions in Psychological Science*, 12, 62-65.
- Hubbard, T.L. (2015). The varieties of momentum-like experience. *Psychological Bulletin*, 141, 1081-1119. <https://doi.org/10.1037/bul0000016>.
- Hufer, A., Kornadt, A.E., Kandler, C., & Riemann, R. (2020). Genetic and environmental variation in political orientation in adolescence and early adulthood: A Nuclear Twin Family analysis. *Journal of Personality and Social Psychology*, 118, 762-776. <https://doi.org/10.1037/pspp0000258>.
- Hughes, S., Ye, Y., Van Dessel, P., & De Houwer, J. (2019). When people co-occur with good or bad events: Graded effects of relational qualifiers on evaluative conditioning. *Personality and Social Psychology Bulletin*, 45, 196-208. <https://doi.org/10.1177/0146167218781340>.
- Hugh-Jones, D., Ron, I., & Zultan, R. (2019). Humans discriminate by reciprocating against group peers. *Evolution and Human Behavior*, 40, 90-95.
- Ilmarinen, V.J., Lönnqvist, J.E., & Paunonen, S. (2016). Similarity-attraction effects in friendship formation: Honest platoon-mates prefer each other but dishonest do not. *Personality and Individual Differences*, 92, 153-158. <https://doi.org/10.1016/j.paid.2015.12.040>.
- Inzlicht, M., Gutsell, J.N., & Legault, L. (2012). Mimicry reduces racial prejudice. *Journal of Experimental Social Psychology*, 48, 361-365.
- Issenberg, S. (2012). *The victory lab: The secret science of winning campaigns*. Crown Publishers/Random House.
- Iyengar, S., Sood, G., & Lelkes, Y. (2012). Affect, not ideology: A social identity perspective on polarization. *Public Opinion Quarterly*, 76, 405-431.
- Jabbi, M., Bastiaansen, J., & Keysers, C. (2008). A common anterior insula repre-

- sensation of disgust observation, experience and imagination shows divergent functional connectivity pathways. *PLoS ONE*, 3, e2939. <https://doi.org/10.1371/journal.pone.0002939>
- Jackson, J. C., Gelfand, M. J., Ayub, N., & Wheeler, J. (2019). Together from afar: Introducing a diary contact technique for improving intergroup relations. *Behavioral Science & Policy*, 5, 15–33.
- Jacob, C., Guéguen, N., Martin, A., & Boulbry, G. (2011). Retail salespeople's mimicry of customers: Effects on consumer behavior. *Journal of Retailing and Consumer Services*, 18, 381–388.
- James, J. M., & Bolstein, R. (1992). Effect of monetary incentives and follow-up mailings on the response rate and response quality in mail surveys. *Public Opinion Quarterly*, 54, 442–453.
- Jenke, L., & Huettel, S. A. (2020). Voter preferences reflect a competition between policy and identity. *Frontiers of Psychology*, 11: 566020. <https://doi.org/10.3389/fpsyg.2020.566020>.
- Jiang, L., Hoegg, J., Dahl, D. W., & Chattopadhyay, A. (2010). The persuasive role of incidental similarity on attitudes and purchase intentions in a sales context. *Journal of Consumer Research*, 36, 778–791.
- John, L. K., Blunden, H., & Liu, H. (2019). Shooting the messenger. *Journal of Experimental Psychology: General*, 148(4), 644–666. <http://dx.doi.org/10.1037/xge0000586>.
- Johnson, D. W. (2003). Social interdependence: Interrelationships among theory, research, and practice. *American Psychologist*, 58, 934–945.
- Jones, E. E., & Harris, V. E. (1967). The attribution of attitudes. *Journal of Experimental Social Psychology*, 3, 1–24.
- Jones, J. T., Pelham, B. W., Carvallo, M., & Mirenberg, M. C. (2004). How do I love thee? Let me count the J's. Implicit egoism and interpersonal attraction. *Journal of Personality and Social Psychology*, 87, 665–683.
- Jong, J., Whitehouse, H., Kavanagh, C., & Lane, J. (2015). Shared negative experiences lead to identity fusion via personal reflection. *PLoS ONE*, 10. <https://doi.org/10.1371/journal.pone.0145611>.
- Joule, R. V. (1987). Tobacco deprivation: The foot-in-the-door technique versus the low-ball technique. *European Journal of Social Psychology*, 17, 361–365.
- Judge, T. A., & Cable, D. M. (2004). The effect of physical height on workplace success and income. *Journal of Applied Psychology*, 89, 428–441.
- Judge, T. A., Hurst, C., & Simon, L. S. (2009). Does it pay to be smart, attractive, or confident (or all three)? Relationships among general mental ability, physical attractiveness, core self-evaluations, and income. *Journal of Applied Psychology*, 94, 742–755.
- Jung, J., Busching, R., & Krahé, B. (2019). Catching aggression from one's peers: A longitudinal and multilevel analysis. *Social and Personality Psychology Compass*,

13. <https://doi.org/10.1111/spc3.12433>.
- Kahn, B. E., & Baron, J. (1995). An exploratory study of choice rules favored for high-stakes decisions. *Journal of Consumer Psychology*, 4, 305-328.
- Kahneman, D. (2011). *Thinking, fast and slow*. New York: Farrar, Straus and Giroux.
- Kahneman, D., Slovic, P., & Tversky, A. (eds.). (1982). *Judgment under uncertainty: Heuristics and biases*. New York: Cambridge University Press.
- Kahneman, D., & Tversky, A. (1979). Prospect theory: An analysis of decision under risk. *Econometrica*, 47, 263-291.
- Kalmoe, N. P. (2019). Dueling views in a canonical measure of sophistication. *Public Opinion Research*, 83, 68-90.
- Kaminski, G., Ravary, F., Graff, C., & Gentaz, E. (2010). Firstborns' disadvantage in kinship detection. *Psychological Science*, 21, 1746-1750.
- Kan, C., Lichtenstein, D. R., Grant, S. J., & Janiszewski, C. (2014). Strengthening the influence of advertised reference prices through information priming. *Journal of Consumer Research*, 40, 1078-1096.
- Kandler, C., Bleidorn, W., & Riemann, R. (2012). Left or right? Sources of political orientation: The roles of genetic factors, cultural transmission, assortative mating, and personality. *Journal of Personality and Social Psychology*, 102, 633-645.
- Kang, S. K., Hirsh, J. B., Chasteen, A. L. (2010). Your mistakes are mine: Self-other overlap predicts neural response to observed errors. *Journal of Experimental Social Psychology*, 46, 229-232.
- Kardes, F. R., Posavac, S. S., & Cronley, M. L. (2004). Consumer inference: A review of processes, bases, and judgment contexts. *Journal of Consumer Psychology*, 14, 230-256.
- Karim, A. A., Lützenkirchen, B., Khedr, E., & Khalil, R. (2017). Why is 10 past 10 the default setting for clocks and watches in advertisements? A psychological experiment. *Frontiers of Psychology* 8: 1410. <https://doi.org/10.3389/fpsyg.2017.01410>.
- Karremans, J. C., & Aarts, H. (2007). The role of automaticity in determining the inclination to forgive close others. *Journal of Experimental Social Psychology*, 43, 902-917.
- Kauff, M., Asbrock, F., Thörner, S., & Wagner, U. (2013). Side effects of multiculturalism: The interaction effect of a multicultural ideology and authoritarianism on prejudice and diversity beliefs. *Personality and Social Psychology Bulletin*, 39, 305-320. <https://doi.org/10.1177/0146167212473160>.
- Kay, T., Keller, L., & Lehmann, L. (2020). The evolution of altruism and the serial rediscovery of the role of relatedness. *Proceedings of the National Academy of Sciences*, 117, 28894-28898. <https://doi.org/10.1073/pnas.2013596117>.
- Keil, F. C. (2012). Running on empty? How folk science gets by with less. *Current Directions in Psychological Science*, 21, 329-334. <https://doi.org/10.1177/>

0963721412453721.

- Keinan, A., & Kivetz, R. (2011). Productivity orientation and the consumption of collectable experiences. *Journal of Consumer Research*, 37, 935-950.
- Kende, J., Phaet, K., Van den Noortgate, W., Kara, A., & Fischer, R. (2018). Equality revisited: A cultural meta-analysis of intergroup contact and prejudice. *Social Psychological and Personality Science*, 9, 887-895. <https://doi.org/10.1177/1948550617728993>.
- Kenrick, D. T. (2012). Evolutionary theory and human social behavior. In P. A. M. Van Lange, A. W. Kruglanski, and E. T. Higgins (eds.), *Handbook of Theories of Social Psychology* (pp. 11-31). Thousand Oaks, CA: Sage.
- Kenrick, D. T. (2020). True friendships are communistic, not capitalist. <http://spsp.org/news-center/blog/kenrick-true-friendships#gsc.tab=0>.
- Kenrick, D. T., Gutierrez, S. E., & Goldberg, L. L. (1989). Influence of popular erotica on judgments of strangers and mates. *Journal of Experimental Social Psychology*, 25, 159-167.
- Kenrick, D. T., Neuberg, S. L., Cialdini, R. B., & Lundberg-Kenrick, D. E. (2020). *Social Psychology: Goals in interaction*. 7th ed. Boston: Pearson Education.
- Kerr, N. L., & MacCoun, R. J. (1985). The effects of jury size and polling method on the process and product of jury deliberation. *Journal of Personality and Social Psychology*, 48, 349-363.
- Kesebir, S. (2012). The superorganism account of human sociality: How and when human groups are like beehives. *Personality and Social Psychology Review*, 16, 233-261.
- Ketelaar, T. (1995, June). *Emotions as mental representations of gains and losses: Translating prospect theory into positive and negative affect*. Paper presented at the meeting of the American Psychological Society, New York, NY.
- Kettle, K. I., & Häubl, G. (2011). The signature effect: Signing influences consumption-related behavior by priming self-identity. *Journal of Consumer Research*, 38, 474-489.
- Keysar, B., Converse, B. A., Wang, J., & Epley, N. (2008). Reciprocity is not give and take: Asymmetric reciprocity to positive and negative acts. *Psychological Science*, 19, 1280-1286.
- Khamitov, M., Wang, X., & Thomson, M. (2019). How well do consumer-brand relationships drive customer brand loyalty? Generalizations from a meta-analysis of brand relationship elasticities. *Journal of Consumer Research*, 46, 435-459. <https://doi.org/10.1093/jcr/ucz006>.
- Kimel, S. Y., Huesmann, R., Kunst, J. R., & Halperin, E. (2016). Living in a genetic world: How learning about interethnic genetic similarities and differences affects peace and conflict. *Personality and Social Psychology Bulletin*, 42, 688-700. <https://doi.org/10.1177/0146167216642196>.
- Kirschner, S., & Tomasello, M. (2010). Joint music making promotes prosocial be-

- havior in 4-year-old children. *Evolution and Human Behavior*, 31, 354-364.
- Kissinger, H. (1982). *Years of upheaval*. Boston: Little, Brown.
- Klein, C. (2020, March 13). Why Coca-Cola's "New Coke" flopped. History (website). www.history.com/news/why-coca-cola-new-coke-flopped.
- Klein, H. J., Lount, R. B., Jr., Park, H. M., & Linford, B. J. (2020). When goals are known: The effects of audience relative status on goal commitment and performance. *Journal of Applied Psychology*, 105, 372-389. <https://doi.org/10.1037/apl0000441>.
- Klein, N., & O'Brien, E. (2018). People use less information than they think to make up their minds. *Proceedings of the National Academy of Sciences*, 115, 13222-13227. <https://doi.org/10.1073/pnas.1805327115>.
- Knishinsky, A. (1982). The effects of scarcity of material and exclusivity of information on industrial buyer perceived risk in provoking a purchase decision. Unpublished PhD diss., Arizona State University, Tempe.
- Knouse, S. B. (1983). The letter of recommendation: Specificity and favorability information. *Personal Psychology*, 36, 331-341.
- Knox, R. E., & Inkster, J. A. (1968). Postdecisional dissonance at post time. *Journal of Personality and Social Psychology*, 8, 319-323.
- Koch, T., & Peter, C. (2017). Effects of equivalence framing on the perceived truth of political messages and the trustworthiness of politicians. *Public Opinion Quarterly*, 81, 847-865. <https://doi.org/10.1093/poq/nfx019>.
- Koch, T., & Zerback, T. (2013). Helpful or harmful? How frequent repetition affects perceived statement credibility. *Journal of Communication*, 63, 993-1010.
- Kouchaki, M., Gino, F., & Feldman, Y. (2019). The ethical perils of personal, communal relations: A language perspective. *Psychological Science*, 30, 1745-1766. <https://doi.org/10.1177/0956797619882917>.
- Koudenburg, N., Postmes, T., Gordijn, E. H., & van Mourik Broekman, A. (2015). Uniform and complementary social interaction: Distinct pathways to solidarity. *PLoS ONE*, 10. <https://doi.org/10.1371/journal.pone.0129061>.
- Krajchich, I., Camerer, C., Ledyard, J., & Rangel, A. (2009). Self-control in decision-making involves modulation of the vmPFC valuation system. *Science*, 324, 12315-12320.
- Kranzler, D. (1976). *Japanese, Nazis, and Jews: The Jewish refugee community of Shanghai, 1938-1945*. New York: Yeshiva University Press.
- Kraut, R. E. (1973). Effects of social labeling on giving to charity. *Journal of Experimental Social Psychology*, 9, 551-562.
- Kriner, D. L., & Shen, F. X. (2012). How citizens respond to combat casualties: The differential impact of local casualties on support for the war in Afghanistan. *Public Opinion Quarterly*, 76, 761-770.
- Kristensson, P., Wästlund, E., & Söderlund, M. (2017). Influencing consumers to choose environment friendly offerings: Evidence from field experiments. *Journal*

- of Business Research*, 76, 89–97.
- Krizan, Z., & Suls, J. (2008). Losing sight of oneself in the above average effect: When egocentrism, focalism, and group diffusiveness collide. *Journal of Experimental Social Psychology*, 44, 929–942.
- Kteily, N., Bruneau, E., Waytz, A., & Cotterill, S. (2015). The ascent of man: Theoretical and empirical evidence for blatant dehumanization. *Journal of Personality and Social Psychology*, 109, 901–931. <https://doi.org/10.1037/pspp0000048>.
- Ku, G. (2008). Before escalation: Behavioral and affective forecasting in escalation of commitment. *Personality and Social Psychology Bulletin*, 34, 1477–1491. <https://doi.org/10.1177/0146167208322559>.
- Kuester, M., & Benkenstein, M. (2014). Turning dissatisfied into satisfied customers: How referral reward programs affect the referrer's attitude and loyalty toward the recommended service provider. *Journal of Retailing and Consumer Services*, 21, 897–904.
- Kunz, J. (2000). Social class difference in response to Christmas cards. *Perceptual and Motor Skills*, 90, 573–576.
- Kunz, P. R., & Woolcott, M. (1976). Season's greetings: From my status to yours. *Social Science Research*, 5, 269–278.
- Lack, D. (1943). *The life of the robin*. London: Cambridge University Press.
- Lai, C. K., Skinner, A. L., Cooley, E., Murrar, S., Brauer, M., Devos, T., Calanchini, J., et al. (2016). Reducing implicit racial preferences: II. Intervention effectiveness across time. *Journal of Experimental Psychology: General*, 145, 1001–1016. <https://doi.org/10.1037/xge0000179>.
- Lammers, H. B. (1991). The effect of free samples on immediate consumer purchase. *Journal of Consumer Marketing*, 8, 31–37.
- Langer, E., Blank, A., & Chanowitz, B. (1978). The mindlessness of ostensibly thoughtful action: The role of "placebic" information in interpersonal interaction. *Journal of Personality and Social Psychology*, 36, 635–642.
- Langer, E. J. (1989). Minding matters. In L. Berkowitz (ed.), *Advances in experimental social psychology* (vol. 22, pp. 137–173). New York: Academic Press.
- Langlois, J. H., Kalakanis, A., Rubenstein, A. J., Larson, A., Hallam, M., & Smoot, M. (2000). Maxims or myths of beauty: A meta-analytic and theoretical review. *Psychological Bulletin*, 126, 390–423.
- Lansky, D. (2002, March 31). A day for stiffupperlipps, other nags. *Arizona Republic*, T4.
- LaPorte, N. (2018). In a major reversal, Netflix is about to reveal how many people watch its most popular shows. www.fastcompany.com/90335959/in-a-major-reversal-netflix-is-about-to-reveal-how-many-people-watch-its-most-popular-shows.
- Latané, B., & Darley, J. M. (1968). Group inhibition of bystander intervention in emergencies. *Journal of Personality and Social Psychology*, 10, 215–221.

- Law, S., & Braun, K. A. (2000). I'll have what she's having: Gauging the impact of product placements on viewers. *Psychology & Marketing*, 17, 1059-1075.
- Lazarov, A., Abend, R., Seidner, S., Pine, D. S., & Bar-Haim, Y. (2017). The effects of training contingency awareness during attention bias modification on learning and stress reactivity. *Behavior Therapy*, 48, 638-650.
- Leach, W. C., Ellemers, N., & Barreto M. (2007). Group virtue: The impact of morality (vs. competence and sociability) in the positive evaluation of in-groups. *Journal of Personality and Social Psychology*, 93, 234-249.
- Leahey, R., & Lewin, R. (1978). *People of the lake*. New York: Anchor/Doubleday.
- Lee, A. Y., & Aaker, J. L. (2004). Bringing the frame into focus: The influence of regulatory fit on processing fluency and persuasion. *Journal of Personality and Social Psychology*, 86, 205-218. <https://doi.org/10.1037/0022-3514.86.2.205>.
- Lee, F., Peterson, C., & Tiedens, L. Z. (2004). Mea culpa: Predicting stock prices from organizational attributions. *Journal of Personality and Social Psychology*, 30, 1636-1649.
- Lefkowitz, M., Blake, R. R., & Mouton, J. S. (1955). Status factors in pedestrian violation of traffic signals. *Journal of Abnormal and Social Psychology*, 51, 704-706.
- Legate, N., Weinstein, N., Sendi, K., & Al-Khouja, M. (2020). Motives behind the veil: Women's affective experiences wearing a veil depend on their reasons for wearing one. *Journal of Research in Personality*, 87, 103969. <https://doi.org/10.1016/j.jrp.2020.103969>.
- Leopold, A. (1989). *A Sand County almanac*. New York: Oxford University Press.
- Leotti, L. A., & Delgado, M. R. (2011). The inherent reward of choice. *Psychological Science*, 22, 1310-1318. <https://doi.org/10.1177/0956797611417005>.
- Lepper, M. R., & Greene, D. (eds.). (1978). *The hidden costs of reward*. Hillsdale, NJ: Lawrence Erlbaum.
- Levendusky, M. S. (2018). Americans, not partisans: Can priming American national identity reduce affective polarization? *Journal of Politics*, 80, 59-70. <https://doi.org/10.1086/693987>.
- Levine, H. (1997). *In search of Sugihara*. New York: Free Press.
- Levy, J., Markell, D., & Cerf, M. (2019). Polar similars: Using massive mobile dating data to predict synchronization and similarity in dating preferences. *Frontiers of Psychology*. <https://doi.org/10.3389/fpsyg.2019.02010>.
- Lewis, G. J., & Bates, T. C. (2010). Genetic evidence for multiple biological mechanisms underlying in-group favoritism. *Psychological Science*, 21, 1623-1628.
- Li, W., Moallem, I., Paller, K. A., Gottfried, J. A. (2007). Subliminal smells can guide social preferences. *Psychological Science*, 18, 1044-1049.
- Lieberman, J. D., & Arndt, J. (2000). Understanding the limits of limiting instructions. *Psychology, Public Policy, and Law*, 6, 677-711.
- Lieberman, D., & Smith, A. (2012). It's all relative: Sexual aversions and moral judgments regarding sex among siblings. *Current Directions in Psychological*

- Science*, 21, 243-247. <https://doi.org/10.1177/0963721412447620>.
- Lieberman, D., Tooby, J., & Cosmides, L. (2007). The architecture of human kin detection. *Nature*, 445, 727-731. <https://doi.org/10.1038/nature05510>.
- Lim, S., O'Doherty, J. P., & Rangel, A. (2011). The decision value computations in the vmPFC and striatum use a relative value code that is guided by visual attention. *Journal of Neuroscience*, 31, 13214-13223.
- Lin, J.-S., & Sung, Y. (2014). Nothing can tear us apart: The effect of brand identity fusion in consumer-brand relationships. *Psychology & Marketing*, 31, 54-69. <https://doi.org/10.1002/mar.20675>.
- Linder, J. A., Meeker, D., Fox, C. R., Friedberg, M. W., Persell, S. D., Goldstein, N. J., & Doctor, J. N. (2017). Effects of behavioral interventions on inappropriate antibiotic prescribing in primary care 12 months after stopping interventions. *Journal of the American Medical Association*, 318, 1391-1392. <https://doi.org/10.1001/jama.2017.11152>.
- Liu, W., & Gal, D. (2011). Bringing us together or driving us apart: The effect of soliciting consumer input on consumers' propensity to transact with an organization. *Journal of Consumer Research*, 38, 242-259.
- Lloyd, J. E. (1965). Aggressive mimicry in *Photuris*: Firefly femme fatales. *Science*, 149, 653-654.
- Loersch, C., & Arbuckle, N. L. (2013). Unraveling the mystery of music: Music as an evolved group process. *Journal of Personality and Social Psychology*, 105, 777-798.
- Lokhorst, A. M., Werner, C., Staats, H., van Dijk, E., & Gale, J. L. (2013). Commitment and behavior change: A meta-analysis and critical review of commitment-making strategies in environmental research. *Environment and Behavior*, 45, 3-34. <https://doi.org/10.1177/0013916511411477>.
- Loschelder, D. D., Siepelmeier, H., Fischer, D., & Rubel, J. (2019). Dynamic norms drive sustainable consumption: Norm-based nudging helps café customers to avoid disposable to-go-cups. *Journal of Economic Psychology*, 75, 102146.
- Lynn, M. (1989). Scarcity effect on value: Mediated by assumed expensiveness. *Journal of Economic Psychology*, 10, 257-274.
- Lytton, J. (1979). Correlates of compliance and the rudiments of conscience in two-year-old boys. *Canadian Journal of Behavioral Science*, 9, 242-251.
- MacGregor-Hastie, R. (1988). *Picasso's women*. London: Lennard.
- Mack, D., & Rainey, D. (1990). Female applicants' grooming and personnel selection. *Journal of Social Behavior and Personality*, 5, 399-407.
- MacKay, C. (1841/1932). *Extraordinary Popular Delusions and the Madness of Crowds*. New York: Farrar, Straus and Giroux.
- MacKenzie, B. (1974, June 22). When sober executives went on a bidding binge. *TV Guide*.
- Madanika, Y., & Bartholomew, K. (2014, August 14). Themes of lust and love in

- popular music from 1971 to 2011. *SAGE Open*, 4(3). <https://doi.org/10.1177/2158244014547179>.
- Maddux, W. W., Mullen, E., & Galinsky, A. (2008). Chameleons bake bigger pies and take bigger pieces: Strategic behavioral mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology*, 44, 461-468.
- Maestriperi, D., Henry, A., & Nickels, N. (2017). Explaining financial and prosocial biases in favor of attractive people: Interdisciplinary perspectives from economics, social psychology, and evolutionary psychology. *Behavioral and Brain Sciences*, 40, E19. <https://doi.org/10.1017/S0140525X16000340>.
- Maglio, S. J., & Polman, E. (2016). Revising probability estimates: Why increasing likelihood means increasing impact. *Journal of Personality and Social Psychology*, 111, 141-158. <https://doi.org/10.1037/pspa0000058>.
- Magruder, J. S. (1974). *An American life: One man's road to Watergate*. New York: Atheneum.
- Mahajan, N., Martinez, M. A., Gutierrez, N. L., Diesendruck, G., Banaji, M. R., & Santos, L. R. (2011). *Journal of Personality and Social Psychology*, 100, 387-405.
- Maheshwari, S. (2019, November 29). The online star rating system is flawed . . . and you never know if you can trust what you read. *New York Times*, B1, B4.
- Main, K. J., Dahl, D. W., & Darke, P. R. (2007). Deliberative and automatic bases of suspicion: Empirical evidence of the sinister attribution error. *Journal of Consumer Psychology*, 17, 59-69. https://doi.org/10.1207/s15327663jcp1701_9.
- Maisel, N. C., & Gable, S. L. (2009). The paradox of received social support: The importance of responsiveness. *Psychological Science*, 20, 928-932.
- Makary, M. A., & Daniel, M. (2016). Medical error — the third leading cause of death in the US. *BMJ*, 353. <https://doi.org/10.1136/bmj.i2139>.
- Makurdi, W. (2013, May 26). 23 youths dead in South Africa during adulthood initiation rites. *Arizona Republic*, A32.
- Malinowski, B. (1922). *Argonauts of the Western Pacific: An account of native enterprise and adventure in the archipelagoes of Melanesian New Guinea*. www.gutenberg.org/files/55822/55822-h/55822-h.htm.
- Mallett, R. K., Wilson, T. D., & Gilbert, D. T. (2008). Expect the unexpected: Failure to anticipate similarities leads to an intergroup forecasting error. *Journal of Personality and Social Psychology*, 94, 265-277.
- Mallon, B., Redies, C., & Hayn-Leichsenring, G. U. (2014). Beauty in abstract paintings: Perceptual contrast and statistical properties. *Frontiers of Human Neuroscience*, 8, 161. <https://doi.org/10.3389/fnhum.2014.00161>.
- Mandel, N., & Johnson, E. J. (2002). When web pages influence choice: Effects of visual primes on experts and novices. *Journal of Consumer Research*, 29, 235-245.
- Manis, M., Cornell, S. D., & Moore, J. C. (1974). Transmission of attitude relevant information through a communication chain. *Journal of Personality and Social*

Psychology, 30, 81–94.

- Mann, T., Nolen-Hoeksema, S. K., Burgard, D., Huang, K., Wright, A., & Hansen, K. (1997). Are two interventions worse than none? *Health Psychology*, 16, 215–225.
- Mannes, A. E., Soll, J. B., & Larrick, R. P. (2014). The wisdom of select crowds. *Journal of Personality and Social Psychology*, 107, 276–299. <https://doi.org/10.1037/a0036677>.
- Manning, R., Levine, M., & Collins, A. (2007). The Kitty Genovese murder and the social psychology of helping: The parable of the 38 witnesses. *American Psychologist*, 62, 555–562. <https://doi.org/10.1037/0003-066X.62.6.555>.
- Marcoux, J.-S. (2009). Escaping the gift economy. *Journal of Consumer Research*, 36, 671–685.
- Margulis, E. H. (2010). When program notes don't help: Music descriptions and enjoyment. *Psychology of Music*, 38, 285–302.
- Markman, K. D., & Guenther, C. L. (2007). Psychological momentum: Intuitive physics and naive beliefs. *Personality and Social Psychology Bulletin*, 33, 800–812. <https://doi.org/10.1177/0146167207301026>.
- Markowitz, D. M., & Slovic, P. (2020). Social, psychological, and demographic characteristics of dehumanization toward immigrants. *Proceedings of the National Academy of Sciences*, 117, 9260–9269. <https://doi.org/10.1073/pnas.1921790117>.
- Marks, J., Copland, E., Loh, E., Sunstein, C. R., Sharot, T. (2019). Epistemic spillovers: Learning others' political views reduces the ability to assess and use their expertise in nonpolitical domains. *Cognition*, 188, 74–84. <https://doi.org/10.1016/j.cognition.2018.10.003>.
- Martin, S. J., Goldstein, N. J., & Cialdini, R. B. (2014). *The small BIG: Small changes that spark big influence*. New York: Grand Central Publishing.
- Martin, S. J., & Marks, J. (2019). *Messengers: Who we listen to, who we don't, and why*. New York: Public Affairs.
- Mashek, D. J., Aron, A., & Boncimino, M. (2003). Confusions of self with close others. *Personality and Social Psychology Bulletin*, 29, 382–392.
- Masket, S. E. (2009). Did Obama's ground game matter? The influence of local field offices during the 2008 presidential election. *Public Opinion Quarterly*, 73, 1023–1039.
- Mateo, J. M. (2003). Kin recognition in ground squirrels and other rodents. *Journal of Mammalogy*, 84, 1163–1181. <https://doi.org/10.1644/BLE-011>.
- Mateo, J. M. (2015). Perspectives: Hamilton's legacy: mechanisms of kin recognition in humans. *Ethology* 121, 419–427. <https://doi.org/10.1111/eth.12358>.
- Mather, M., Shafir, E., & Johnson, M. K. (2000). Misremembrance of options past: Source monitoring and choice. *Psychological Science*, 11, 132–138.
- Matthies, E., Klöckner, C. A., Preißner, C. L. (2006). Applying a modified moral decision making model to change habitual car use: How can commitment be effective? *Applied Psychology* 55, 91–106. <https://doi.org/10.1111/j.1464-0597.2006>.

00237.x.

- Maus, G. W., Goh, H. L., & Lisi, M. (2020). Perceiving locations of moving objects across eyeblinks. *Psychological Science*, 31, 1117–1128. <https://doi.org/10.1177/0956797620931365>.
- Mauss, M. (1990). *The gift: The form and reason for exchange in archaic societies*. Translated by W. D. Halls. Abingdon: Routledge.
- Mauss, S. (December 4, 2012). "Hitler's Jewish Commander and Victim." *Jewish Voice from Germany*. <http://jewish-voice-from-germany.de/cms/hitlers-jewish-commander-and-victim>.
- Mayer, N. D., & Tormala, Z. (2010). "Think" versus "feel" framing effects. *Personality and Social Psychology Bulletin*, 36, 443–454.
- Mazis, M. B. (1975). Antipollution measures and psychological reactance theory: A field experiment. *Journal of Personality and Social Psychology*, 31, 654–666.
- Mazis, M. B., Settle, R. B., & Leslie, D. C. (1973). Elimination of phosphate detergents and psychological reactance. *Journal of Marketing Research*, 10, 390–395.
- McCall, M., & Belmont, H. J. (1996). Credit card insignia and restaurant tipping: Evidence for an associative link. *Journal of Applied Psychology*, 81, 609–613.
- McDonald, M., Porat, R., Yarkoney, A., Reifen Tagar, M., Kimel, S., Saguy, T., & Halperin, E. (2017). Intergroup emotional similarity reduces dehumanization and promotes conciliatory attitudes in prolonged conflict. *Group Processes & Intergroup Relations*, 20, 125–136. <https://doi.org/10.1177/1368430215595107>.
- McFarland, S. (2017). Identification with all humanity: The antithesis of prejudice, and more. In C. G. Sibley and F. K. Barlow (eds.), *The Cambridge handbook of the psychology of prejudice* (pp. 632–654). Cambridge: Cambridge University Press. <https://doi.org/10.1017/9781316161579.028>.
- McFarland, S., Webb, M., & Brown D. (2012). All humanity is my in-group: A measure and studies of identification with all humanity. *Journal of Personality and Social Psychology*, 103, 830–853.
- McGuinnies, E., & Ward, C. D. (1980). Better liked than right: Trustworthiness and expertise as factors in credibility. *Personality and Social Psychology Bulletin*, 6, 467–472.
- McKenzie, C. R. M., & Chase, V. M. (2010). Why rare things are precious: The importance of rarity in lay inference. In P. M. Todd, G. Gigerenzer, and the ABC Research Group (eds.), *Ecological rationality: Intelligence in the world* (pp. 81–101). Oxford: Oxford University Press.
- McKeown, S., & Dixon, J. (2017). The "contact hypothesis": Critical reflections and future directions. *Social & Personality Psychology Compass*, 11. <https://doi.org/10.1111/spc3.12295>.
- McNeill, W. H. (1995). *Keeping together in time: Dance and drill in human history*. Cambridge, MA: Harvard University Press.
- Meeker, D., Knight, T. K., Friedberg, M. W., Linder, J. A., Goldstein, N. J., Fox, C. R.,

- Rothfeld, A., et al. (2014). Nudging guideline-concordant antibiotic prescribing: A randomized clinical trial. *JAMA Internal Medicine*, 174, 425-431. <https://doi.org/10.1001/jamainternmed.2013.14191>.
- Meeus, W. H. J., & Raaijmakers, Q. A. W. (1986). Administrative obedience: Carrying out orders to use psychological-administrative violence. *European Journal of Social Psychology*, 16, 311-324.
- Meier, B. P., Dillard, A. J., & Lappas, C. M. (2019). Naturally better? A review of the natural is better bias. *Social and Personality Psychology Compass*. <https://doi.org/10.1111/spc3.12494>.
- Melamed, B. F., Yurcheson, E., Fleece, L., Hutcherson, S., & Hawes, R. (1978). Effects of film modeling on the reduction of anxiety-related behaviors in individuals varying in level of previous experience in the stress situation. *Journal of Consulting and Clinical Psychology*, 46, 1357-1374.
- Melamed, D., Simpson, B., & Abernathy, J. (2020). The robustness of reciprocity: Experimental evidence that each form of reciprocity is robust to the presence of other forms of reciprocity. *Science Advances*, 6, <https://doi.org/10.1126/sciadv.aba0504>.
- Mercer, A., Caporaso, A., Cantor, D., & Townsend, J. (2015). How much gets you how much? Monetary incentives and response rates in household surveys. *Public Opinion Quarterly*, 79, 105-129.
- Meredith, J. (2020). Conversation analysis, cyberpsychology and online interaction. *Social and Personality Psychology Compass*, 14. <https://doi.org/10.1111/spc3.12529>.
- Meyerwitz, B. E., & Chaiken, S. (1987). The effect of message framing on breast self-examination attitudes, intentions, and behavior. *Journal of Personality and Social Psychology*, 52, 500-510.
- Michelitch, K. (2015). Does electoral competition exacerbate interethnic or interpartisan economic discrimination? Evidence from a field experiment in market price bargaining. *American Political Science Review*, 109, 43-61. <https://doi.org/10.1017/S0003055414000628>.
- Midlarsky, E., & Nemeroff, R. (1995, July). Heroes of the holocaust: Predictors of their well-being in later life. Poster presented at the American Psychological Society meetings, New York, NY.
- Milgram, S. (1970). The experience of living in cities: A psychological analysis. In F. F. Korten, S. W. Cook, & J. I. Lacey (eds.), *Psychology and the problems of society* (pp. 152-173). American Psychological Association. <https://doi.org/10.1037/10042-011>
- Milgram, S. (1974). *Obedience to authority*. New York: Harper & Row.
- Milgram, S., Bickman, L., & Berkowitz, O. (1969). Note on the drawing power of crowds of different size. *Journal of Personality and Social Psychology*, 13, 79-82.
- Miller, C. B. (2009). Yes we did! Basking in reflected glory and cutting off reflect-

- ed failure in the 2008 presidential election. *Analyses of Social Issues and Public Policy*, 9, 283-296.
- Miller, C. H., Burgoon, M., Grandpre, J. R., & Alvaro, E. M. (2006). Identifying principal risk factors for the initiation of adolescent smoking behaviors: The significance of psychological reactance. *Health Communication*, 19, 241-252. https://doi.org/10.1207/s15327027hc1903_6.
- Miller, G. F. (2000). *The mating mind*. New York: Doubleday.
- Miller, J. M., & Krosnick, J. A. (1998). The impact of candidate name order on election outcomes. *Public Opinion Quarterly*, 62, 291-330.
- Miller, N., Campbell, D. T., Twedt, H., & O'Connell, E. J. (1966). Similarity, contrast, and complementarity in friendship choice. *Journal of Personality and Social Psychology*, 3, 3-12.
- Miller, R. L., Brickman, P., & Bollen, D. (1975). Attribution versus persuasion as a means of modifying behavior. *Journal of Personality and Social Psychology*, 31, 430-441.
- Miller, R. L., Seligman, C., Clark, N. T., & Bush, M. (1976). Perceptual contrast versus reciprocal concession as mediators of induced compliance. *Canadian Journal of Behavioral Science*, 8, 401-409.
- Mills, C. M., & Keil, F. C. (2005). The development of cynicism. *Psychological Science*, 16, 385-390.
- Mita, T. H., Dermer, M., & Knight, J. (1977). Reversed facial images and the mere exposure hypothesis. *Journal of Personality and Social Psychology*, 35, 597-601.
- Mogg, K., Waters, A. M., & Bradley, B. P. (2017). Attention bias modification (ABM): Review of effects of multisession ABM training on anxiety and threat-related attention in high-anxious individuals. *Clinical Psychological Science*, 5, 698-717. <https://doi.org/10.1177/2167702617696359>.
- Monahan, J. L., Murphy, S. T., & Zajonc, R. B. (2000). Subliminal mere exposure: Specific, general, and diffuse effects. *Psychological Science*, 11, 462-466.
- Moons, W. G., Mackie, D. M., & Garcia-Marques, T. (2009). The impact of repetition-induced familiarity on agreement with weak and strong arguments. *Journal of Personality and Social Psychology*, 96, 32-44. <http://dx.doi.org/10.1037/a0013461>.
- Moore, C., & Pierce, L. (2016). Reactance to transgressors: Why authorities deliver harsher penalties when the social context elicits expectations of leniency. *Frontiers in Psychology*, 7, 550. <http://dx.doi.org/10.3389/fpsyg.2016.00550>.
- Moore, D. E., Kurtzberg, T. R., Thompson, L. L., & Morris, M. W. (1999). Long and short routes to success in electronically-mediated negotiations: Group affiliations and good vibrations. *Organizational Behavior and Human Decision Processes*, 77, 22-43.
- Moreland, R. L., & Topolinski, S. (2010). The mere exposure phenomenon: A lingering melody by Robert Zajonc. *Emotion Review*, 2, 329-339. <https://doi.org/10.1177/>

- 1754073910375479.
- Moriarty, T. (1975). Crime, commitment, and the responsive bystander: Two field experiments. *Journal of Personality and Social Psychology*, 31, 370-376.
- Morris, M., Nadler, J., Kurtzberg, T., & Thompson, L. (2002). Schmooze or lose: Social friction and lubrication in e-mail negotiations. *Group Dynamics: Theory, Research, and Practice*, 6, 89-100. <http://dx.doi.org/10.1037/1089-2699.6.1.89>.
- Morrison, K. R., Plaut, V. C., & Ybarra, O. (2010). Predicting whether multiculturalism positively or negatively influences white Americans' intergroup attitudes: The role of ethnic identification. *Personality and Social Psychology Bulletin*, 36, 1648-1661. <https://doi.org/10.1177/0146167210386118>.
- Morrow, L. (1991, September 2). The Russian revolution, *Time*, 20.
- Mortensen, C. H., Neel, R., Cialdini, R. B., Jaeger, C. M., Jacobson, R. P., & Ringel, M. M. (2019). Upward trends: A lever for encouraging behaviors performed by the minority. *Social Psychology and Personality Science*, 10, 201-210. <https://doi.org/10.1177%2F1948550617734615>.
- Mousa, S. (2020). Building social cohesion between Christians and Muslims through soccer in post-ISIS Iraq. *Science*, 369, 866-870. <https://doi.org/10.1126/science.abb3153>.
- Mrkva, K., & Van Boven, L. (2020). Salience theory of mere exposure: Relative exposure increases liking, extremity, and emotional intensity. *Journal of Personality and Social Psychology*, 118, 1118-1145. <https://doi.org/10.1037/pspa0000184>.
- Mulla, M. M., Witte, T. H., Richardson, K., Hart, W., Kassing, F. L., Coffey, C. A., Hackman, C. L., & Sherwood, I. M. (2019). The causal influence of perceived social norms on intimate partner violence perpetration: Converging cross-sectional, longitudinal, and experimental support for a social disinhibition model. *Personality and Social Psychology Bulletin*, 45, 652-668. <https://doi.org/10.1177/0146167218794641>.
- Murayama, K., & Elliot, A. J. (2012). The competition-performance relation: A meta-analytic review and test of the opposing processes model of competition and performance. *Psychological Bulletin*, 138, 1035-1070. <http://dx.doi.org/10.1037/a0028324>.
- Murphy, S. T., & Zajonc, R. B. (1993). Affect, cognition and awareness. *Journal of Personality and Social Psychology*, 64, 723-739.
- Murrar, S., Campbell, M. R., & Brauer, M. (2020). Exposure to peers' pro-diversity attitudes increases inclusion and reduces the achievement gap. *Nature Human Behavior*. <https://doi.org/10.1038/s41562-020-0899-5>.
- Murray, D. A., Leupker, R. V., Johnson, C. A., & Mittlemark, M. B. (1984). The prevention of cigarette smoking in children: A comparison of four strategies. *Journal of Applied Social Psychology*, 14, 274-288.
- Nai, J., Narayanan, J., Hernandez, I., & Savani, K. (2018). People in more racially

- diverse neighborhoods are more prosocial. *Journal of Personality and Social Psychology*, 114, 497-515. <https://doi.org/10.1037/pspa0000103>.
- Nakayachi, K., Ozaki, T., Shibata, Y., & Yokoi, R. (2020). Why do Japanese people use masks against COVID-19, even though masks are unlikely to offer protection from infection? *Frontiers in Psychology*, 11. <https://doi.org/10.3389/fpsyg.2020.01918>.
- Naylor, R. W., Raghunathan, R., & Ramanathan, S. (2006). Promotions spontaneously induce a positive evaluative response. *Journal of Consumer Psychology*, 16, 295-305.
- Nelissen, R. M. A., & Meijers, M. H. C. (2011). Social benefits of luxury brands as costly signals of wealth and status. *Evolution and Human Behavior*, 32, 343-355.
- News. (1988). *Stanford Business School Magazine*, 56, 3.
- Nijjer, R. (2019). 5 types of social proof to use on your website now. *Search Engine Journal*. www.searchenginejournal.com/social-proof-types/318667.
- Nolan, J. M., Schultz, P. W., Cialdini, R. B., & Goldstein, N. J. (2021). The social norms approach: A wise intervention for solving social and environmental problems. In G. Walton and A. Crum (eds.) *Handbook of Wise Interventions*. (pp.405-428). Guilford.
- Nolan, J. M., Schultz, P. W., Cialdini, R. B., Goldstein, N. J., & Griskevicius, V. (2008). Normative social influence is underdetected. *Personality and Social Psychology Bulletin*, 34, 913-923.
- Noor, M., Brown, R., Gonzalez, R., Manzi, Jorge, & Lewis, C. A. (2008). On positive psychological outcomes: What helps groups with a history of conflict to forgive and reconcile with each other? *Personality and Social Psychology Bulletin*, 34, 819-832.
- Norscia, I., & Palagi, E. (2011). Yawn contagion and empathy in *Homo sapiens*. *PLoS ONE*, 6. <https://doi.org/10.1371/journal.pone.0028472>.
- Norscia, I., Zanolli, A., Gamba, M., & Palagi, E. (2020). Auditory contagious yawning is highest between friends and family members: Support to the emotional bias hypothesis. *Frontiers of Psychology*, 11, 442. <https://doi.org/10.3389/fpsyg.2020.00442>.
- Norton, M. I., Mochon, D., & Ariely, D. (2012). The IKEA effect: When labor leads to love. *Journal of Consumer Psychology*, 22, 453-460. <https://doi.org/10.1016/j.jcps.2011.08.002>.
- Nyer, P. U., & Dellande, S. (2010). Public commitment as a motivator for weight loss. *Psychology & Marketing*, 27, 1-12.
- Oesch, N. (2019). Music and language in social interaction: Synchrony, antiphony, and functional origins. *Frontiers of Psychology*, 10, 1514. <https://doi.org/10.3389/fpsyg.2019.01514>.
- Oh, D., Shafir, E., & Todorov, A. (2020). Economic status cues from clothes affect perceived competence from faces. *Nature Human Behaviour*, 4(3), 287-293.

- <https://doi.org/10.1038/s41562-019-0782-4>.
- Ohadi, J., Brown, B., Trub, L., & Rosenthal, L. (2018). I just text to say I love you: Partner similarity in texting and relationship satisfaction. *Computers in Human Behavior*, 78, 126–132. <https://doi.org/10.1016/j.chb.2017.08.048>.
- Oliver, A. (2019). *Reciprocity and the Art of Behavioural Public Policy*. Cambridge: Cambridge University Press. <https://doi.org/10.1017/9781108647755>.
- O’Leary, S. G. (1995). Parental discipline mistakes. *Current Directions in Psychological Science*, 4, 11–13.
- Oliner, S. P., & Oliner, P. M. (1988). *The altruistic personality: Rescuers of Jews in Nazi Europe*. New York: Free Press.
- Olson, I. R., & Marshuetz, C. (2005). Facial attractiveness is appraised in a glance. *Emotion*, 5, 498–502.
- Olson, J. M., & James, L. M. (2002). Vigilance for differences. *Personality and Social Psychology Bulletin*, 28, 1084–1093.
- Onyeador, I. N., Wittlin, N. M., Burke, S. E., Dovidio, J. F., Perry, S. P., Hardeman, R. R., Dyrbye, L. N., et al. (2020). The value of interracial contact for reducing anti-Black bias among non-Black physicians: A cognitive habits and growth evaluation (CHANGE) study report. *Psychological Science*, 31, 18–30. <https://doi.org/10.1177/0956797619879139>.
- Oosterhof, N. N., Tipper, S. P., & Downing, P. E. (2012). Visuo-motor imagery of specific manual actions: A multi-variate pattern analysis fMRI study. *NeuroImage*, 63, 262–271. <https://doi.org/10.1016/j.neuroimage.2012.06.045>.
- Oriña, M. M., Wood, W., & Simpson, J. A. (2002). Strategies of influence in close relationships. *Journal of Experimental Social Psychology*, 38, 459–472.
- Oskamp, S., & Schultz, P. W. (1998). *Applied Social Psychology*. Englewood Cliffs, NJ: Prentice-Hall.
- Ott, M., Choi, Y., Cardie, C., & Hancock, J. T. (2011). Finding deceptive opinion spam by any stretch of the imagination. Proceedings of the 49th Annual Meeting of the Association for Computer Linguistics, 309–319. Portland, Oregon.
- Otten, S., & Epstude, K. (2006). Overlapping mental representations of self, in-group, and outgroup: Unraveling self-stereotyping and self-anchoring. *Personality and Social Psychology Bulletin*, 32, 957–969. <https://doi.org/10.1177/0146167206287254>.
- Over, H. (2021). Seven challenges for the dehumanization hypothesis. *Perspectives on Psychological Science*, 16, 3–13. <https://doi.org/10.1177/1745691620902133>.
- Over, H., & McCall, C. (2018). Becoming us and them: Social learning and inter-group bias. *Social and Personality Psychology Compass*. <https://doi.org/10.1111/spc3.12384>.
- Packard, V. (1957). *The hidden persuaders*. New York: D. McKay.
- Paez, D., Rime, B., Basabe, N., Włodarczyk, A., & Zumeta, L. (2015). Psychosocial effects of perceived emotional synchrony in collective gatherings. *Journal of*

- Personality and Social Psychology*, 108, 711-729.
- Paese, P. W., & Gilin, D. A. (2000). When an adversary is caught telling the truth. *Personality and Social Psychology Bulletin*, 26, 75-90.
- Page-Gould, E., Mendoza-Denton, R., Alegre, J. M., & Siy, J. O. (2010). Understanding the impact of cross-group friendship on interactions with novel outgroup members. *Journal of Personality and Social Psychology*, 98, 775-793. <https://doi.org/10.1037/a0017880>.
- Page-Gould, E., Mendoza-Denton, R., & Tropp, L. R. (2008). With a little help from my cross-group friend: Reducing anxiety in intergroup contexts through cross-group friendship. *Journal of Personality and Social Psychology*, 95, 1080-1094.
- Palagi, E., Leone, A., Mancini, G., & Ferrari, P. F. (2009). Contagious yawning in gelada baboons as a possible expression of empathy. *Proceedings of the National Academy of Sciences* 106, 19262-19267.
- Palidino, M-P., Mazzurega, M., Pavani, F., & Schubert, T. W. (2010). Synchronous multisensory stimulation blurs self-other boundaries. *Psychological Science*, 21, 1202-1207.
- Pallak, M. S., Cook, D. A., & Sullivan, J. J. (1980). Commitment and energy conservation. *Applied Social Psychology Annual*, 1, 235-253.
- Paluck, E. L. (2009). Reducing intergroup prejudice and conflict using the media: A field experiment in Rwanda. *Journal of Personality and Social Psychology*, 96, 574-587. <http://dx.doi.org/10.1037/a0011989>.
- Paluck, E. L., & Green, D. P. (2009). Prejudice reduction: What works? A review and assessment of research and practice. *Annual Review of Psychology*, 60, 339-367.
- Pane, L. M. (2019, December 29). Study: US mass killings reach new high in 2019. *Arizona Republic*, 8A.
- Paolini, S., Hewstone, M., Cairns, E., & Voci, A. (2004). Effects of direct and indirect cross-group friendships on judgments of Catholics and Protestants in Northern Ireland. *Personality and Social Psychology Bulletin*, 30, 770-786.
- Park, H., Lalwani, A. K., & Silvera, D. H. (2020). The impact of resource scarcity on price-quality judgments. *Journal of Consumer Research*, 46, 1110-1124. <https://doi.org/10.1093/jcr/ucz031>.
- Park, J. H., & Schaller, M. (2005). Does attitude similarity serve as a heuristic cue for kinship? Evidence of an implicit cognitive association. *Evolution and Human Behavior*, 26, 158-170.
- Park, J. H., Schaller, M., & Van Vugt, M. (2008). Psychology of human kin recognition: Heuristic cues, erroneous inferences, and their implications. *Review of General Psychology*, 12, 215-235.
- Parkinson, B. (2020). Intragroup emotion convergence: Beyond contagion and social appraisal. *Personality and Social Psychology Review*, 24, 121-140. <https://doi.org/10.1177/1088868319882596>.

- Parsons, C. A., Sulaeman, J., Yates, M. C., & Hamermesh, D. S. (2011). Strike three: Discrimination, incentives, and evaluation. *American Economic Review*, 101, 1410-1435.
- Pavlov, I. P. (1927). *Conditioned reflexes*. Translated by G. V. Anrep. Oxford: Oxford University Press.
- Peiponen, V. A. (1960). Verhaltensstudien am blaukehlchen [Behavior studies of the blue-throat]. *Ornis Fennica*, 37, 69-83.
- Pennycook, G., Cannon, T. D., & Rand, D. G. (2018). Prior exposure increases perceived accuracy of fake news. *Journal of Experimental Psychology: General*, 147(12), 1865-1880. <https://doi.org/10.1037/xge0000465>.
- Perry, G. (2012). *Behind the shock machine: The untold story of the notorious Milgram psychology experiments*. Melbourne: Scribe.
- Pettigrew, T. F. (1997). Generalized intergroup contact effects on prejudice. *Personality and Social Psychology Bulletin*, 23, 173-185.
- Pettigrew, T. F., & Tropp, L. R. (2006). A meta-analytic test of intergroup contact theory. *Journal of Personality and Social Psychology*, 90, 751-783. <http://dx.doi.org/10.1037/0022-3514.90.5.751>.
- Petrova, P. K., Cialdini, R. B., & Sills, S. J. (2007). Personal consistency and compliance across cultures. *Journal of Experimental Social Psychology*, 43, 104-111.
- Petty, R. E., Briñol, P., Fabrigar, L., & Wegener, D. T. (2019). Attitude structure and change. In R. Baumeister, and E. Finkel (eds.), *Advanced Social Psychology* (pp. 117-156). New York: Oxford University Press.
- Petty, R. E., Cacioppo, J. T., & Goldman, R. (1981). Personal involvement as a determinant of argument-based persuasion. *Journal of Personality and Social Psychology*, 41, 847-855.
- Pfeffer, J., & Cialdini, R. B. (1998). Illusions of influence. In R. M. Kramer & M. A. Neale (eds). *Power and Influence in Organizations* (pp. 1-20). Thousand Oaks, CA: Sage.
- Phillips, D. P. (1974). The influence of suggestion on suicide: Substantive and theoretical implications of the Werther effect. *American Sociological Review*, 39, 340-354.
- Phillips, D. P. (1979). Suicide, motor vehicle fatalities, and the mass media: Evidence toward a theory of suggestion. *American Journal of Sociology*, 84, 1150-1174.
- Phillips, D. P. (1980). Airplane accidents, murder, and the mass media: Towards a theory of imitation and suggestion. *Social Forces*, 58, 1001-1024.
- Phillips, D. P., & Cartensen, L. L. (1986). Clustering of teenage suicides after television news stories about suicide. *New England Journal of Medicine*, 315, 685-689.
- Phillips, D. P., & Cartensen, L. L. (1988). The effect of suicide stories on various demographic groups, 1968-1985. *Suicide and Life-Threatening Behavior*, 18, 100-114.

- Philpot, R., Liebst, L. S., Levine, M., Bernasco, W., & Lindegaard, M. R. (2020). Would I be helped? Cross-national CCTV footage shows that intervention is the norm in public conflicts. *American Psychologist*, 75, 66-75.
- Pierce, J. R., Kilduff, G. J., Galinsky, A. D., & Sivanathan, N. (2013). From glue to gasoline: How competition turns perspective takers unethical. *Psychological Science*, 24, 1986-1994. <https://doi.org/10.1177/0956797613482144>.
- Pinsker, J. (2014, October 1). The psychology behind Costco's Free Samples: Mini pizza bagels? Now we're talking. *The Atlantic*. www.theatlantic.com/business/archive/2014/10/the-psychology-behind-costcos-free-samples/380969.
- Plassmann, H., O'Doherty, J., Shiv, B., & Rangel, A. (2008). Marketing actions can modulate neural representations of experienced pleasantness. *Proceedings of the National Academy of Sciences*, 105, 1050-1054.
- Pope, B. R., & Pope, N. G. (2015). Own-nationality bias: Evidence from UEFA Champions League football referees. *Economic Inquiry* 53, 1292-1304.
- Pope, D. G., & Schweitzer, M. E. (2011). Is Tiger Woods loss averse?: Persistent bias in the face of experience, competition, and high stakes. *American Economic Review*, 101, 129-157. <https://doi.org/10.1257/aer.101.1.129>.
- Poulin-Dubois, D., Brooker, L., & Polonia, A. (2011). Infants prefer to imitate a reliable person. *Infant Behavior and Development*, 34, 303-309. <https://doi.org/10.1016/j.infbeh.2011.01.006>.
- Powers, N., Blackman, A., Lyon, T. P., & Narain, U. (2011). Does disclosure reduce pollution?: Evidence from India's Green Rating Project. *Environmental and Resource Economics*, 50, 131-155.
- Poza, D. (2016). 7 simple hacks to supercharge your registration process. <https://auth0.com/blog/supercharge-your-registration-process>.
- Pratkanis, A. R. (2000). Altercasting as an influence tactic. In D. J. Terry and M. A. Hogg (eds.), *Attitudes, behavior, and social context* (pp. 201-226). Mahwah, NJ: Lawrence Erlbaum.
- Pratkanis, A. R. (2007). Social influence analysis: An Index of tactics. In A. R. Pratkanis (ed.), *The science of social Influence: Advances and future progress* (pp. 17-82). Philadelphia, PA: Philadelphia Free Press.
- Pratkanis, A., & Shadel, D. (2005). *Weapons of fraud: A sourcebook for fraud fighters*. Seattle, WA: AARP Washington.
- Pratkanis, A. R., & Uriel, Y. (2011). The expert snare as an influence tactic: Surf, turf, and ballroom demonstrations of some compliance consequences of being altercast as an expert. *Current Psychology*, 30, 335-344. <https://doi.org/10.1007/s12144-011-9124-z>.
- Prelec, D., & Simester, D. (2001). Always leave home without it: A further investigation of the credit-card effect on willingness to pay. *Marketing Letters*, 12, 5-12.
- Preston, S. D. (2013). The origins of altruism in offspring care. *Psychological*

- Bulletin*, 139, 1305-1341.
- Price, R. B., Wallace, M., Kuckertz, J. M., Amir, N., Graur, S., Cummings, L., Popa, P., et al. (2016). Pooled patient-level meta-analysis of children and adults completing a computer-based anxiety intervention targeting attentional bias. *Clinical Psychology Review*, 50, 37-49.
- Price, J., & Wolfers, J. (2010). Racial discrimination among NBA referees. *Quarterly Journal of Economics* 125, 1859-1887.
- Priebe, C. S., & Spink, K. S. (2011). When in Rome: Descriptive norms and physical activity. *Psychology of Sport and Exercise*, 12, 93-98. <https://doi.org/10.1016/j.psychsport.2010.09.001>.
- Provine, R. (2000). *Laughter: A scientific investigation*. New York: Viking.
- Pryor, C., Perfors, A., & Howe, P. D. L. (2019). Even arbitrary norms influence moral decision-making. *Nature Human Behaviour*, 3, 57-62. <https://doi.org/10.1038/s41562-018-0489-y>.
- Putnam, A. L., Ross, M. Q., Soter, L. K., & Roediger, H. L. (2018). Collective narcissism: Americans exaggerate the role of their home state in appraising U.S. history. *Psychological Science*, 29, 1414-1422. <https://doi.org/10.1177/0956797618772504>.
- Qiu, C., Luu, L., & Stocker, A. A. (2020). Benefits of commitment in hierarchical inference. *Psychological Review*, 127, 622-639. <https://doi.org/10.1037/rev0000193>.
- Rachlin, H., & Jones, B. A. (2008). Altruism among relatives and non - relatives. *Behavioural Processes*, 79, 120-123. <https://doi.org/10.1016/j.beproc.2008.06.002>.
- Rao, A. R., & Monroe, K. B. (1989). The effect of price, brand name, and store name on buyer's perceptions of product quality. *Journal of Marketing Research*, 26, 351-357. <https://doi.org/10.1023/A:1008196717017>.
- Raue, M., & Scholl, S. G. (2018). The use of heuristics in decision-making under risk and uncertainty. In M. Raue, E. Lermer, and B. Streicher (eds.), *Psychological perspectives on risk and risk analysis: Theory, Models and Applications* (pp. 153-179). New York, NY: Springer.
- Razran, G. H. S. (1938). Conditioning away social bias by the luncheon technique. *Psychological Bulletin*, 35, 693.
- Razran, G. H. S. (1940). Conditional response changes in rating and appraising sociopolitical slogans. *Psychological Bulletin*, 37, 481.
- Regan, D. T., & Kilduff, M. (1988). Optimism about elections: Dissonance reduction at the ballot box. *Political Psychology*, 9, 101-107.
- Regan, R. T. (1971). Effects of a favor and liking on compliance. *Journal of Experimental Social Psychology*, 7, 627-639.
- Reich, T., Kupor, D. M., & Smith, R. K. (2018). Made by mistake: When mistakes increase product preference. *Journal of Consumer Research*, 44, 1085-1103. <https://doi.org/10.1093/jcr/ucx089>.
- Reich, T., & Maglio, S. J. (2020). Featuring mistakes: The persuasive impact of

- purchase mistakes in online reviews. *Journal of Marketing*, 84, 52–65. <https://doi.org/10.1177/0022242919882428>.
- Reilly, K. (2017, October 23). A deadly campus tradition. *Time*, 57–61.
- Reis, H. T., Maniaci, M. R., Caprariello, P. A., Eastwick, P. W., & Finkel, E. J. (2011). Familiarity does promote attraction in live interaction. *Journal of Personality and Social Psychology*, 101, 557–570.
- Reiterman, T. (2008). *Raven: The untold story of the Rev. Jim Jones and his people*. New York: Tarcher Perigee.
- Rentfrow, P. J. (2010). Statewide differences in personality: Toward a psychological geography of the United States. *American Psychologist*, 65, 548–558. <https://doi.org/10.1037/a0018194>.
- Rice, B. (April 24, 2000). How plaintiff's lawyers pick their targets. *Medical Economics*, 77, 94–110.
- Richeson, J. A., & Shelton, J. N. (2007). Negotiating interracial interactions. *Current Directions in Psychological Science*, 16, 316–320.
- Riek, B. M., Mania, E. W., & Gaertner, S. L. (2006). Intergroup threat and outgroup attitudes: A meta-analytic review. *Personality and Social Psychology Review*, 10, 336–353. https://doi.org/10.1207/s15327957pspr1004_4.
- Riek, B. M., Mania, E. W., Gaertner, S. L., McDonald, S. A., & Lamoreaux, M. J. (2010). Does a common in-group identity reduce intergroup threat? *Group Processes & Intergroup Relations*, 13, 403–423. <https://doi.org/10.1177/1368430209346701>.
- Riley, D., & Eckenrode, J. (1986). Social ties: Subgroup differences in costs and benefits. *Journal of Personality and Social Psychology*, 51, 770–778.
- Ritts, V., Patterson, M. L., & Tubbs, M. E. (1992). Expectations, impressions, and judgments of physically attractive students: A review. *Review of Educational Research*, 62, 413–426.
- Rochat, F., & Blass, T. (2014). Milgram's unpublished obedience variation and its historical relevance. *Journal of Social Issues*, 70, 456–472.
- Rodafinos, A., Vucevic, A., & Sideridis, G. D. (2005). The effectiveness of compliance techniques: Foot-in-the-door versus door-in-the-face. *Journal of Social Psychology*, 145, 237–240.
- Roese, N. J., & Olson, M. J. (1994). Attitude importance as a function of repeated attitude expression. *Journal of Experimental Social Psychology*, 30, 39–51. <http://dx.doi.org/10.1006/jesp.1994.1002>.
- Rollins, T. (2020). *The CEO formula*. McLean, VA: Rollins.
- Romero, T., Ito, M., Saito, A., & Hasegawa, T. (2014). Social modulation of contagious yawning in wolves. *PLoS ONE*, 9. <http://dx.doi.org/10.1371/journal.pone.0105963>.
- Romero, T., Konno, A., & Hasegawa, T. (2013). Familiarity bias and physiological responses in contagious yawning by dogs support link to empathy. *PLoS ONE*,

8. <http://dx.doi.org/10.1371/journal.pone.0071365>.
- Rosen, S., & Tesser, A. (1970). On the reluctance to communicate undesirable information: The MUM effect. *Sociometry*, 33, 253-263.
- Rosenthal, A. M. (1964). *Thirty-eight witnesses*. New York: McGraw-Hill.
- Roseth, C. J., Johnson, D. W., & Johnson, R. T. (2008). Promoting early adolescents' achievement and peer relationships: The effects of cooperative, competitive, and individualistic goal structures. *Psychological Bulletin*, 134, 223-246. <http://dx.doi.org/10.1037/0033-2909.134.2.223>.
- Ross, J. R. (1994). *Escape to Shanghai: A Jewish community in China*. New York: Free Press.
- Rothman, A. J., Martino, S. C., Bedell, B. T., Detweiler, J. B., & Salovey, P. (1999). The systematic influence of gain-and loss-framed messages on interest in and use of different types of health behavior. *Personality and Social Psychology Bulletin*, 25, 1355-1369.
- Rothman, A. J., & Salovey, P. (1997). Shaping perceptions to motivate healthy behavior: The role of message framing. *Psychological Bulletin*, 121, 3-19.
- Rubinstein, S. (1985, January 30). What they teach used car salesmen. *San Francisco Chronicle*.
- Rusbult, C. E., Van Lange, P. A. M., Wildschut, T., Yovetich, N. A., & Verette, J. (2000). Perceived superiority in close relationships: Why it exists and persists. *Journal of Personality and Social Psychology*, 79, 521-545.
- Sabin, R. (1964). *The international cyclopedia of music and musicians*. New York: Dodd, Mead.
- Sacarny, A., Barnett, M. L., Le, J., Tetkoski, F., Yokum, D., & Agrawal, S. (2018). Effect of peer comparison letters for high-volume primary care prescribers of quetiapine in older and disabled adults: A randomized clinical trial. *Journal of the American Medical Association Psychiatry*, 75, 1003-1011. <https://doi.org/10.1001/jamapsychiatry.2018.1867>.
- Sagarin, B. J., Cialdini, R. B., Rice, W. E., & Serna, S. B. (2002). Dispelling the illusion of invulnerability: The motivations and mechanisms of resistance to persuasion. *Journal of Personality and Social Psychology*, 83, 526-541.
- Sagarin, B. J., & Mitnick, K. D. (2012). The path of least resistance. In D. T. Kenrick, N. J. Goldstein, and S. L. Braver (eds.), *Six degrees of social influence: Science, application, and the psychology of Robert Cialdini* (pp.27-38). New York: Oxford University Press.
- Salant, J. D. (2003, July 20). Study links donations, vote patterns. *Arizona Republic*, A5.
- Salganik, M. J., Dodds, P. S., & Watts, D. J. (2006). Experimental study of inequality and unpredictability in an artificial cultural market. *Science*, 311, February 10, 854-856.
- Santos, H. C., Varnum, M. E. W., & Grossmann, I. (2017). Global increases in indi-

- vidualism. *Psychological Science*, 28, 1228-1239. <https://doi.org/10.1177/0956797617700622>.
- Sasaki, S. J., & Vorauer, J. D. (2013). Ignoring versus exploring differences between groups: Effects of salient color - blindness and multiculturalism on intergroup attitudes and behavior. *Social and Personality Psychology Compass*, 7, 246-259. <https://doi.org/10.1111/spc3.12021>.
- Sassenrath, C., Hodges, S. D., & Pfattheicher, S. (2016). It's all about the self: When perspective taking backfires. *Current Directions in Psychological Science*, 25, 405-410. <https://doi.org/10.1177/0963721416659253>.
- Savage, P., Loui, P., Tarr, B., Schachner, A., Glowacki, L., Mithen, S., & Fitch, W. (2020). Music as a coevolved system for social bonding. *Behavioral and Brain Sciences*, 44, e59: 1-22. <https://doi.org/10.1017/S0140525X20000333>.
- Schein, E. (1956). The Chinese indoctrination program for prisoners of war: A study of attempted "brainwashing." *Psychiatry*, 19, 149-172.
- Schindler, R. M. (1998). Consequences of perceiving oneself as responsible for obtaining a discount. *Journal of Consumer Psychology*, 7(4), 371-392.
- Schkade, D. A., & Kahneman, D. (1998). Does living in California make people happy? A focusing illusion in judgments of life satisfaction. *Psychological Science*, 9, 340-346.
- Schlenker, B. R., Dlugolecki, D. W., & Doherty, K. (1994). The impact of self-presentations on self-appraisals and behavior. The power of public commitment. *Personality and Social Psychology Bulletin*, 20, 20-33.
- Schmidtke, A., & Hafner, H. (1988). The Werther effect after television films: New evidence for an old hypothesis. *Psychological Medicine*, 18, 665-676.
- Schmitt, M. T., Mackay, C. M. L., Droogendyk, L. M., & Payne, D. (2019). What predicts environmental activism? The roles of identification with nature and politicized environmental identity. *Journal of Environmental Psychology*, 61, 20-29. <https://doi.org/10.1016/j.jenvp.2018.11.003>.
- Schrange, M. (2004, September). The opposite of perfect. *Sales and Marketing Management*, 26.
- Schrift, R. Y., & Parker, J. R. (2014). Staying the course: The option of doing nothing and its impact on postchoice persistence. *Psychological Science*, 25, 772-780.
- Schroeder, J., Risen, J. L., Gino, F., & Norton, M. I. (2019). Handshaking promotes deal-making by signaling cooperative intent. *Journal of Personality and Social Psychology*, 116, 743-768. <http://dx.doi.org/10.1037/pspi0000157>.
- Schultz, P. W. (1999). Changing behavior with normative feedback interventions: A field experiment on curbside recycling. *Basic and Applied Social Psychology*, 21, 25-36.
- Schumpe, B. M., Bélanger, J. J., & Nisa, C. F. (2020). The reactance decoy effect: How including an appeal before a target message increases persuasion. *Journal of Personality and Social Psychology*, 119, 272-292. <https://doi.org/10.1037/>

- pspa0000192.
- Schwarz, N. (1984). When reactance effects persist despite restoration of freedom: Investigations of time delay and vicarious control. *European Journal of Social Psychology*, 14, 405-419.
- Schwarzwald, D., Raz, M., & Zwi bel, M. (1979). The applicability of the door-in-the-face technique when established behavior customs exit. *Journal of Applied Social Psychology*, 9, 576-586.
- Sechrist, G. B., & Stangor, C. (2007). When are intergroup attitudes based on perceived consensus information? The role of group familiarity. *Social Influence*, 2, 211-235.
- Segal, H. A. (1954). Initial psychiatric findings of recently repatriated prisoners of war. *American Journal of Psychiatry*, III, 358-363.
- Seiter, J. S. (2007). Ingratiation and gratuity: The effect of complimenting customers on tipping behavior in restaurants. *Journal of Applied Social Psychology*, 37, 478-485.
- Seiter, J. S., & Dutson, E. (2007). The effect of compliments on tipping behavior in hairstyling salons. *Journal of Applied Social Psychology*, 37, 1999-2007.
- Sengupta, J., & Johar, G. V. (2001). Contingent effects of anxiety on message elaboration and persuasion. *Personality and Social Psychology Bulletin*, 27, 139-150.
- Shadel, D. (2012). *Outsmarting the scam artists: How to protect yourself from the most clever cons*. Hoboken, NJ: Wiley & Sons.
- Shaffer, D., Garland, A., Vieland, V., Underwood, M., & Busner, C. (1991). The impact of curriculum-based suicide prevention programs for teenagers. *Journal of the American Academy of Child and Adolescent Psychiatry*, 30, 588-596.
- Shah, A. J., & Oppenheimer, D. M. (2008). Heuristics made easy: An effort reduction framework. *Psychological Bulletin*, 134, 207-222.
- Shah, A. M., Eisenkraft, N., Bettman, J. R., & Chartrand, T. L. (2015). "Paper or plastic?": How we pay influences post-transaction connection. *Journal of Consumer Research*, 42, 688-708. <https://doi.org/10.1093/jcr/ucv056>.
- Sharot, T., Fleming, S. M., Yu, X., Koster, R., & Dolan, R. J. (2012). Is choice-induced preference change long lasting? *Psychological Science*, 23, 1123-1129.
- Sharot, T., Velasquez, C. M., & Dolan, R. J. (2010). Do decisions shape preference? Evidence from blind choice. *Psychological Science*, 21, 1231-1235.
- Sharps, M., & Robinson, E. (2017). Perceived eating norms and children's eating behavior: An informational social influence account. *Appetite*, 113, 41-50.
- Shayo, M. (2020). Social identity and economic policy. *Annual Review of Economics*, 12, 355-389.
- Shayo, M., & Zussman, A. (2011). Judicial in-group bias in the shadow of terrorism. *Quarterly Journal of Economics*, 126, 1447-1484.
- Shelley, M. K. (1994). Individual differences in lottery evaluation models. *Organizational Behavior and Human Decision Processes*, 60, 206-230.

- Sheng, F., Ramakrishnan, A., Seok, D., Zhao, W. J., Thelaus, S., Cen, P., & Platt, M. L. (2020). Decomposing loss aversion from gaze allocation and pupil dilation. *Proceedings of the National Academy of Sciences*, 117, 11356-11363. <https://doi.org/10.1073/pnas.1919670117>.
- Sherif, M., Harvey, O. J., White, B. J., Hood, W. R., & Sherif, C. W. (1961). *Intergroup conflict and cooperation: The Robbers' Cave experiment*. Norman, OK: University of Oklahoma Institute of Intergroup Relations.
- Sherman, D. K., Brookfield, J., & Ortosky, L. (2017). Intergroup conflict and barriers to common ground: A self-affirmation perspective. *Social and Personality Psychology Compass*, 11. <https://doi.org/10.1111/spc3.12364>.
- Sherman, L. E., Payton, A. A., Hernandez, L. M., Greenfield, P. M., & Dapretto, M. (2016). The power of the like in adolescence: Effects of peer influence on neural and behavioral responses to social media. *Psychological Science*, 27, 1027-1035. <https://doi.org/10.1177/0956797616645673>.
- Sherman, S. J. (1980). On the self-erasing nature of errors of prediction. *Journal of Personality and Social Psychology*, 39, 211-221.
- Shi, L., Romić, I., Ma, Y., Wang, Z., Podobnik, B., Stanley, H. E., Holme, P., & Jusup, M. (2020). Freedom of choice adds value to public goods. *Proceedings of the National Academy of Sciences*, 117, 17516-17521. <https://doi.org/10.1073/pnas.1921806117>.
- Shiv, B., Carmon, Z., & Ariely, D. (2005). Placebo effects of marketing actions: Consumers may get what they pay for. *Journal of Marketing Research*, 42, 383-393. <https://doi.org/10.1509/jmkr.2005.42.4.383>.
- Shnabel, N., Halabi, S., & Noor, M. (2013). Overcoming competitive victimhood and facilitating forgiveness through re-categorization into a common victim or perpetrator identity. *Journal of Experimental Social Psychology*, 49, 867-877.
- Shnabel, N., Purdie-Vaughns, V., Cook, J. E., Garcia J., & Cohen G. L. (2013). Demystifying values-affirmation interventions: Writing about social belonging is a key to buffering against identity threat. *Personality and Social Psychology Bulletin*, 39, 663-676.
- Shook, N. J., & Fazio, R. H. (2008). Interracial roommate relationships: An experimental field test of the contact hypothesis. *Psychological Science*, 19, 717-723. <https://doi.org/10.1111/j.1467-9280.2008.02147.x>.
- Shotland, R. L., & Straw, M. (1976). Bystander response to an assault: When a man attacks a woman. *Journal of Personality and Social Psychology*, 34, 990-999.
- Shrestha, K. (2018). 50 important stats you need to know about online reviews. www.vendasta.com/blog/50-stats-you-need-to-know-about-online-reviews.
- Shrout, M. R., Brown, R. D., Orbuch, T. L., & Weigel, D. J. (2019). A multidimensional examination of marital conflict and health over 16 years. *Personal Relationships*, 26, 490-506. <https://doi.org/10.1111/pere.12292>.
- Shteynberg, G. (2015). Shared attention. *Perspectives on Psychological Science*, 10,

- 579–590.
- Shulman, A. (2006). Qualitative differences between naïve and scientific theories of evolution. *Cognitive Psychology*, 52, 170–194.
- Shu, S. B., & Carlson, K. A. (2014). When three charms but four alarms: Identifying the optimal number of claims in persuasion settings. *Journal of Marketing*, 78, 127–139. <https://doi.org/10.1509/jm.11.0504>.
- Siegel, A. (2018). *Transcendental deception: Behind the TM curtain — bogus science, hidden agendas, and David Lynch's campaign to push a million public school kids into Transcendental Meditation while falsely claiming it is not a religion*. Los Angeles, CA: Janreg.
- Silver, A. M., Stahl, A. E., Loiotile, R., Smith-Flores, A. S., & Feigenson, L. (2020). When not choosing leads to not liking: Choice-induced preference in infancy. *Psychological Science*, 31, 1422–1429. <https://doi.org/10.1177/0956797620954491>.
- Sinaceur, M., & Heath, C., & Cole, S. (2005). Emotional and deliberative reaction to a public crisis: Mad cow disease in France. *Psychological Science*, 16, 247–254.
- Skinner, A. L., Olson, K. R., & Meltzoff, A. N. (2020). Acquiring group bias: Observing other people's nonverbal signals can create social group biases. *Journal of Personality and Social Psychology*, 119, 824–838. <https://doi.org/10.1037/pspi0000218>.
- Slavin, R. E. (1983). When does cooperative learning increase student achievement? *Psychological Bulletin*, 94, 429–445.
- Smith, C. T., De Houwer, J., & Nosek, B. A. (2013). Consider the source: Persuasion of implicit evaluations is moderated by source credibility. *Personality and Social Psychology Bulletin*, 39, 193–205.
- Smith, D. L. (2020). *On inhumanity: Dehumanization and how to resist it*. Oxford: Oxford University Press.
- Smith, G. H., & Engel, R. (1968). Influence of a female model on perceived characteristics of an automobile. *Proceedings of the 76th Annual Convention of the American Psychological Association*, 3, 681–682.
- Smith, R. W., Chandler, J. J., & Schwarz, N. (2020). Uniformity: The effects of organizational attire on judgments and attributions. *Journal of Applied Social Psychology*, 50, 299–312.
- Sokol-Hessner, P., & Rutledge, R. B. (2019). The psychological and neural basis of loss aversion. *Current Directions in Psychological Science*, 28, 20–27. <https://doi.org/10.1177/0963721418806510>.
- Sorokowski, P. (2010). Politicians' estimated height as an indicator of their popularity. *European Journal of Social Psychology*, 40, 1302–1309. <https://doi.org/10.1002/ejsp.710>.
- Southgate, V. (2020). Are infants altercentric? The other and the self in early social cognition. *Psychological Review*, 127, 505–523. <https://doi.org/10.1037/rev0000182>.

- Spangenberg, E. R., & Greenwald, A. G. (2001). Self-prophecy as a method for increasing participation in socially desirable behaviors. In W. Wosinska, R. B. Cialdini, D. W. Barrett, and J. Reyskowski (eds.), *The practice of social influence in multiple cultures* (pp. 51-62). Mahwah, NJ: Lawrence Erlbaum.
- Sparkman, G., & Walton, G. M. (2017). Dynamic norms promote sustainable behavior, even if it is counternormative. *Psychological Science*, 28, 1663-1674. <https://doi.org/10.1177/0956797617719950>.
- Sparkman, G., & Walton, G. M. (2019). Witnessing change: Dynamic norms help resolve diverse barriers to personal change. *Journal of Experimental Social Psychology*, 82, 238-252.
- Sprecher, S., Treger, S., Wondra, J. D., Hilaire, N., & Wallpe, K. (2013). Taking turns: Reciprocal self-disclosure promotes liking in initial interactions. *Journal of Experimental Social Psychology*, 49, 860-866.
- Sprott, D. E., Spangenberg, E. R., Knuff, D. C., & Devezer, B. (2006). Self-prediction and patient health: Influencing health-related behaviors through self-prophecy. *Medical Science Monitor*, 12, RA85-91. <http://www.medscimonit.com/fulltxt.php?IDMAN=8110>.
- Staats, B. R., Dai, H., Hofmann, D., & Milkman, K. L. (2017). Motivating process compliance through individual electronic monitoring: An empirical examination of hand hygiene in healthcare. *Management Science*, 63, 1563-1585.
- Stallen, M., Smidts, A., & Sanfey, A. G. (2013). Peer influence: neural mechanisms underlying in-group conformity. *Frontiers in Human Neuroscience*, 7. <https://doi.org/10.3389/fnhum.2013.00050>.
- Stanchi, K. M. (2008). Playing with fire: The science of confronting adverse material in legal advocacy. *Rutgers Law Review*, 60, 381-434.
- Stanne, M. B., Johnson, D. W., & Johnson, R. T. (1999). Does competition enhance or inhibit motor performance: A meta-analysis. *Psychological Bulletin*, 125, 133-154.
- Stehr, N., & Grundmann, R. (2011). *Experts: The knowledge and power of expertise*. London: Routledge.
- Stelfox, H. T., Chua, G., O'Rourke, K., & Detsky, A. S. (1998). Conflict of interest in the debate over calcium-channel antagonists. *New England Journal of Medicine*, 333, 101-106.
- Stephan, W. G. (1978). School desegregation: An evaluation of predictions made in *Brown vs. Board of Education*. *Psychological Bulletin*, 85, 217-238.
- Stern, S. M. (2012). *The Cuban Missile Crisis in American memory: Myths versus reality*. Palo Alto, CA: Stanford University Press.
- Stephens, N. M., Fryberg, S. A., Markus, H. R., Johnson, C., & Covarrubias, R. (2012). Unseen disadvantage: How American universities' focus on independence undermines the academic performance of first-generation college students. *Journal of Personality and Social Psychology*, 102, 1178-1197.
- Stevens, M. (2016). *Cheats and deceptions: How animals and plants exploit and mis-*

- lead. New York: Oxford University Press.
- Stewart, P. A., Eubanks, A. D., Dye, R. G., Gong, Z. H., Bucy, E. P., Wicks, R. H., & Eidelman, S. (2018). Candidate performance and observable audience response: Laughter and applause-cheering during the first 2016 Clinton-Trump presidential debate. *Frontiers in Psychology, 9*, 1182. <https://doi.org/10.3389/fpsyg.2018.01182>.
- Stirrat, M., & Perrett, D. I. (2010). Valid facial cues to cooperation and trust: Male facial width and trustworthiness. *Psychological Science, 21*, 349–354.
- Strenta, A., & DeJong, W. (1981). The effect of a prosocial label on helping behavior. *Social Psychology Quarterly, 44*, 142–147.
- Strohmetz, D. B., Rind, B., Fisher, R., & Lynn, M. (2002). Sweetening the till — the use of candy to increase restaurant tipping. *Journal of Applied Social Psychology, 32*, 300–309.
- Stok, F. M., de Ridder, D. T., de Vet, E., & de Wit, J. F. (2014). Don't tell me what I should do, but what others do: The influence of descriptive and injunctive peer norms on fruit consumption in adolescents. *British Journal of Health Psychology, 19*, 52–64.
- Stone, J., & Focella, E. (2011). Hypocrisy, dissonance and the self-regulation processes that improve health. *Self and Identity, 10*, 295–303. <https://doi.org/10.1080/15298868.2010.538550>.
- Stone, J., Whitehead, J., Schmader, T., & Focella, E. (2011). Thanks for asking: Self-affirming questions reduce backlash when stigmatized targets confront prejudice. *Journal of Experimental Social Psychology, 47*, 589–598.
- Strauss, M. (2011). *Pictures, passions, and eye*. London: Halban.
- Styron, W. (1977). A farewell to arms. *New York Review of Books, 24*, 3–4.
- Suedfeld, P., Bochner, S., & Matas, C. (1971). Petitioner's attire and petition signing by peace demonstrators: A field experiment. *Journal of Applied Social Psychology, 1*, 278–283.
- Sumner, S. A., Burke, M., & Kooti, F. (2020). Adherence to suicide reporting guidelines by news shared on a social networking platform. *Proceedings of the National Academy of Sciences, 117*, 16267–16272. <https://doi.org/10.1073/pnas.2001230117>.
- Surowiecki, J. (2004). *The wisdom of crowds*. New York: Doubleday.
- Sutcliffe, K. (2019, November 25). How to reduce medical errors. *Time*, 25–26.
- Swaab, R. I., Maddux, W. W., & Sinaceur, M. (2011). Early words that work: When and how virtual linguistic mimicry facilitates negotiation outcomes. *Journal of Experimental Social Psychology, 47*, 616–621.
- Swann, W. B., & Buhrmester, M. D. (2015). Identity fusion. *Current Directions in Psychological Science, 24*, 52–57.
- Swart, H., Hewstone, M., Christ, O., & Voci, A. (2011). Affective mediators of inter-group contact: A three-wave longitudinal study in South Africa. *Journal of*

- Personality and Social Psychology*, 101, 1221-1238. <https://doi.org/10.1037/a0024450>.
- Sweis, B. M., Abram, S. V., Schmidt, B. J., Seeland, K. D., MacDonald III, A. W., Thomas, M. J., & Redish, D. (2018). Sensitivity to "sunk costs" in mice, rats, and humans. *Science*, 361, 178-181.
- Sweldens, S., van Osselaer, S. M. J., & Janiszewski, C. (2010). Evaluative conditioning procedures and resilience of conditioned brand attitudes. *Journal of Consumer Research* 37, 473-489.
- Szabo, L. (2007, February 5). Patient protect thyself. *USA Today*, 8D.
- Sznycer, D., De Smet, D., Billingsley, J., & Lieberman, D. (2016). Coresidence duration and cues of maternal investment regulate sibling altruism across cultures. *Journal of Personality and Social Psychology*, 111, 159-177. <https://doi.org/10.1037/pspi0000057>.
- Tadlock, B. L., Flores, A. R., Haider-Markel, D. P., Lewis, D. C., Miller, P. R., & Taylor, J. K. (2017). Testing contact theory and attitudes on transgender rights. *Public Opinion Quarterly*, 81, 956-972. <https://doi.org/10.1093/poq/nfx021>.
- Tal-Or, N. (2008). Boasting, burnishing, and burying in the eyes of the perceivers. *Social Influence*, 3, 202-222. <https://doi.org/10.1080/15534510802324427>.
- Tan, Q., Zhan, Y., Gao, S., Chen, J., & Zhong, Y. (2015). Closer the relatives are, more intimate and similar we are: Kinship effects on self-other overlap. *Personality and Individual Differences*, 73, 7-11.
- Tarr, B., Launay, J., & Dunbar, R. I. (2014). Music and social bonding: "Self-other" merging and neurohormonal mechanisms. *Frontiers in psychology*, 5. <https://doi.org/10.3389/fpsyg.2014.01096>.
- Taylor, P. J., & Thomas, S. (2008). Linguistic style matching and negotiation outcome. *Negotiation and Conflict Management Research*, 1, 263-281.
- Taylor, R. (1978). Marilyn's friends and Rita's customers: A study of party selling as play and as work. *Sociological Review*, 26, 573-611.
- Tedeschi, J. T., Schlenker, B. R., & Bonoma, T. V. (1971). Cognitive dissonance: Private ratiocination or public spectacle? *American Psychologist*, 26, 685-695.
- Teger, A. I. (1980). *Too much invested to quit*. Elmsford, NY: Pergamon.
- Telzer, E. H., Masten, C. L., Berkman, E. T., Lieberman, M. D., & Fuligni, A. J. (2010). Gaining while giving: An fMRI study of the rewards of family assistance among White and Latino youth. *Social Neuroscience*, 5, 508-518.
- Tesser, A. (1993). The importance of heritability in psychological research: The case of attitudes. *Psychological Review*, 100, 129-142.
- Teuscher, U. (2005, May). The effects of time limits and approaching endings on emotional intensity. Paper presented at the meetings of the American Psychological Society, Los Angeles, CA.
- Thaler, R. H., Tversky, A., Kahneman, D., & Schwartz, A. (1997). The effect of myopia and loss aversion on risk taking: An experimental test. *The Quarterly*

- Journal of Economics*, 112, 647–661. <https://doi.org/10.1162/003355397555226>.
- Thompson, D. (2017). *Hit makers: The science of popularity in an age of distraction*. New York: Penguin.
- Thompson, L. (1990). An examination of naive and experienced negotiators. *Journal of Personality and Social Psychology*, 59, 82–90.
- Thompson, L., & Hrebec, D. (1996). Lose-lose agreements in interdependent decision making. *Psychological Bulletin*, 120, 396–409.
- Tiger, L., & Fox, R. (1989). *The imperial animal*. New York: Holt.
- Till, B. D., & Priluck, R. L. (2000). Stimulus generalization in classical conditioning: An initial investigation and extension. *Psychology & Marketing*, 17, 55–72.
- Todd, A. R., & Galinsky, A. D. (2014). Perspective-taking as a strategy for improving intergroup relations: Evidence, mechanisms, and qualifications. *Social and Personality Psychology Compass*, 8, 374–387. <https://doi.org/10.1111/spc3.12116>.
- Todd, P. M., & Gigerenzer, G. (2007). Environments that make us smart. *Current Directions in Psychological Science*, 16, 167–171.
- Tokayer, M., & Swartz, M. (1979). *The Fugu Plan: The untold story of the Japanese and the Jews during World War II*. New York: Paddington.
- Tomasello, M. (2020). The moral psychology of obligation. *Behavioral and Brain Sciences*, 43, E56. <https://doi.org/10.1017/S0140525X19001742>.
- Tormala, Z. L., & Petty, R. E. (2007). Contextual contrast and perceived knowledge: Exploring the implications for persuasion. *Journal of Experimental Social Psychology*, 43, 17–30.
- Toufexis, A. (1993, June 28). A weird case, baby? Uh huh! *Time*, 41.
- Towers, S., Gomez-Lievano, A., Khan M., Mubayi, A., & Castillo-Chavez, C. (2015). Contagion in mass killings and school shootings. *PLoS ONE*, 10. <https://doi.org/10.1371/journal.pone.0117259>.
- Trocmé, A. (2007/1971). *Jesus and the nonviolent revolution*. Farmington, PA: Plough Publishing House.
- Turner, R. N., Hewstone, M., Voci, A., Paolini, S., & Christ, O. (2007). Reducing prejudice via direct and extended cross-group friendship. *European Review of Social Psychology*, 18, 212–255. <https://doi.org/10.1080/10463280701680297>.
- Tversky, A., & Kahneman, D. (1974). Judgment under uncertainty: Heuristics and biases. *Science*, 185, 1124–1131.
- Unkelbach, C., Koch, A., Silva, R. R., & Garcia-Marques, T. (2019). Truth by repetition: Explanations and implications. *Current Directions in Psychological Science*, 28, 247–253. <https://doi.org/10.1177/0963721419827854>.
- Valdesolo, P., & DeSteno, D. (2011). Synchrony and the social tuning of compassion. *Emotion*, 11, 262–266.
- van Baaren, R. B., Holland, R. W., Steenaert, B., & van Knippenberg, A. (2003). Mimicry for money: Behavioral consequences of imitation. *Journal of Experimental Social Psychology*, 39, 393–398.

- Vandello, J. A., & Cohen D. (1999). Patterns of individualism and collectivism across the United States. *Journal of Personality and Social Psychology*, 77, 279-292.
- van den Berg, H., Manstead, A. S. R., van der Pligt, J., & Wigboldus, D. H. J. (2006). The impact of affective and cognitive focus on attitude formation. *Journal of Experimental Social Psychology*, 42, 373-379.
- Van der Werff, E., Steg, L., & Keizer, K. (2014). I am what I am, by looking past the present: The influence of biospheric values and past behavior on environmental self-identity. *Environment and Behavior*, 46, 626-657. <https://doi.org/10.1177/0013916512475209>.
- van Herpen, E., Pieters, R., & Zeelenberg, M. (2009). When demand accelerates demand: Trailing the bandwagon. *Journal of Consumer Psychology*, 19, 302-312. <https://doi.org/10.1016/j.jcps.2009.01.001>.
- Van Overwalle, F., & Heylighen, F. (2006). Talking nets: A multiagent connectionist approach to communication and trust between individuals. *Psychological Review*, 113, 606-627.
- Verosky, S. C., & Todorov, A. (2010). Generalization of affective learning about faces to perceptually similar faces. *Psychological Science*, 21, 779-785. <https://doi.org/10.1177/0956797610371965>.
- Vonk, R. (2002). Self-serving interpretations of flattery: Why ingratiation works. *Journal of Personality and Social Psychology*, 82, 515-526.
- von Zimmermann, J., & Richardson, D. C. (2016). Verbal synchrony and action dynamics in large groups. *Frontiers of Psychology*, 7. <https://doi.org/10.3389/fpsyg.2016.02034>.
- Vorauer, J. D., Martens, V., & Sasaki, S. J. (2009). When trying to understand detracts from trying to behave: Effects of perspective taking in intergroup interaction. *Journal of Personality and Social Psychology*, 96, 811-827.
- Vorauer, J. D., & Sasaki, S. J. (2011). In the worst rather than the best of times: Effects of salient intergroup ideology in threatening intergroup interactions. *Journal of Personality and Social Psychology*, 101(2), 307-320. <https://doi.org/10.1037/a0023152>.
- Waber, R. L., Shiv, B., Carmon, Z., & Ariely, D. (2008). Commercial features of placebo and therapeutic efficacy. *Journal of the American Medical Association*, 299, 1016-1917.
- Wagner, T., Lutz, R. J., & Weitz, B. A. (2009). Corporate hypocrisy: Overcoming the threat of inconsistent corporate social responsibility perceptions. *Journal of Marketing*, 73, 77-91. <https://doi.org/10.1509/jmkg.73.6.77>.
- Walker, J., Risen, J. L., Gilovich, T., & Thaler, R. (2018). Sudden-death aversion: Avoiding superior options because they feel riskier. *Journal of Personality and Social Psychology*, 115, 363-378. <https://doi.org/10.1037/pspa0000106>.
- Wall, L. L., & Brown, D. (2007). The high cost of free lunch. *Obstetrics &*

- Gynecology*, 110, 169–173.
- Wan, L. C., & Wyer, R. S. (2019). The influence of incidental similarity on observers' causal attributions and reactions to a service failure. *Journal of Consumer Research*, 45, 1350–1368. <https://doi.org/10.1093/jcr/ucy050>.
- Ward, A., & Brenner, L. (2006). Accentuate the negative. The positive effects of negative acknowledgment. *Psychological Science*, 17, 959–965.
- Warneken, F., Lohse, K., Melis, P. A., & Tomasello, M. (2011). Young children share the spoils after collaboration. *Psychological Science*, 22, 267–273.
- Warren, W. H. (2018). Collective motion in human crowds. *Current Directions in Psychological Science*, 27, 232–240. <https://doi.org/10.1177/0963721417746743>.
- Warrick, J. (2008, December 26). Afghan influence taxes CIA's credibility. *Washington Post*, A17.
- Watanabe, T. (1994, March 20). An unsung "Schindler" from Japan. *Los Angeles Times*, 1.
- Watson, T. J., Jr. (1990). *Father, son, & co: My Life at IBM and beyond*. New York: Bantam.
- Waytz, A., Dungan, J., & Young, L. (2013). The whistleblower's dilemma and the fairness-loyalty tradeoff. *Journal of Experimental Social Psychology*, 49, 1027–1033.
- Wears, R., & Sutcliffe, K. (2020). *Still not safe: Patient safety and the middle-management of American medicine*. New York: Oxford University Press.
- Wedekind, C., & Milinski, M. (2000). Cooperation through image scoring in humans. *Science*, 288, 850–852.
- Weidman, A. C., Sowden, W. J., Berg, M., & Kross, E. (2020). Punish or protect? How close relationships shape responses to moral violations. *Personality and Social Psychology Bulletin*, 46, 693–708. <https://doi.org/10.1177/0146167219873485>.
- Weinstein, E. A., & Deutschberger, P. (1963). Some dimensions of altercasting. *Sociometry*, 26, 454–466.
- Weisbuch, M., Ambady, N., Clarke, A. L., Achor, S., & Veenstra-Vander Weele, S. (2010). On being consistent: The role of verbal-nonverbal consistency in first impressions. *Basic and Applied Social Psychology*, 32, 261–268. <https://doi.org/10.1080/01973533.2010.495659>.
- Weller, J. A., Levin, I. P., Shiv, B., & Bechara, A. (2007). Neural correlates of adaptive decision making for risky gains and losses. *Psychological Science*, 18, 958–964.
- Wells, P. A. (1987). Kin recognition in humans. In D. J. C. Fletcher and C. D. Michener (eds.), *Kin recognition in animals* (pp. 395–416). New York: Wiley.
- West, S. G. (1975). Increasing the attractiveness of college cafeteria food: A reactance theory perspective. *Journal of Applied Psychology*, 60, 656–658.
- Westmaas, J. L., & Silver, R. C. (2006). The role of perceived similarity in supportive responses to victims of negative life events. *Personality and Social*

- Psychology Bulletin*, 32, 1537-1546.
- Wheatley, T., Kang, O., Parkinson, C., & Looser, C. E. (2012). From mind perception to mental connection: Synchrony as a mechanism for social understanding. *Social and Personality Psychology Compass*, 6, 589-606. <https://doi.org/10.1111/j.1751-9004.2012.00450.x>.
- White, M. (1997, July 12). Toy rover sales soar into orbit. *Arizona Republic*, E1, E9.
- Whitehouse, H., Jong, J., Buhrmester, M. D., Gómez, Á., Bastian, B., Kavanagh, C. M., Newson, M., et al. (2017). The evolution of extreme cooperation via shared dysphoric experiences. *Scientific Reports*, 7, 44292. <https://doi.org/10.1038/srep44292>.
- Whiting, J. W. M., Kluckhohn, R., & Anthony A. (1958). The function of male initiation ceremonies at puberty. In E. E. Maccoby, T. M. Newcomb, and E. L. Hartley (eds.), *Readings in social psychology* (pp. 82-98). New York: Henry Holt.
- Wicklund, R. A., & Brehm, J. C. (1974) cited in R. A. Wicklund, *Freedom and reactance*. Hillsdale, NJ: Lawrence Erlbaum.
- Williams, K. D., Bourgeois, M. J., & Croyle, R. T. (1993). The effects of stealing thunder in criminal and civil trials. *Law and Human Behavior*, 17, 597-609.
- Wilson, P. R. (1968). The perceptual distortion of height as a function of ascribed academic status. *Journal of Social Psychology*, 74, 97-102.
- Wilson, T. D., Dunn, D. S., Kraft, D., & Lisle, D. J. (1989). Introspection, attitude change, and behavior consistency. In L. Berkowitz (ed.), *Advances in experimental social psychology* (vol. 22, pp. 287-343). San Diego, CA: Academic Press.
- Wilson, T. D., & Gilbert, D. T. (2008). Affective forecasting: Knowing what to want. *Current Directions in Psychological Science*, 14, 131-134.
- Wilson, T. D., & Linville, P. D. (1985). Improving the performance of college freshmen with attributional techniques. *Journal of Personality and Social Psychology*, 49, 287-293.
- Wilson, T. D., Reinhard, D. A., Westgate, E. C., Gilbert, D. T., Ellerbeck, N., Hahn, C., Brown, C. L., & Shaked, A. (2014). Just think: The challenges of the disengaged mind. *Science*, 345, 75-77.
- Wilson, T. D., Wheatley, T. P., Meyers, J. M., Gilbert, D. T., & Axson, D. (2000). Focalism: A source of durability bias in affective forecasting. *Journal of Personality and Social Psychology*, 78, 821-836.
- Wiltermuth, S. S. (2012a). Synchronous activity boosts compliance with requests to aggress. *Journal of Experimental Social Psychology*, 48, 453-456.
- Wiltermuth, S. S. (2012b). Synchrony and destructive obedience. *Social Influence*, 7, 78-89.
- Wiltermuth, S. S., & Heath, C. (2009). Synchrony and cooperation. *Psychological Science*, 20, 1-5.
- Winkielman, P., Berridge, K. C., & Wilbarger, J. L. (2005). Unconscious affective reactions to masked happy versus angry faces influence consumption behavior

- and judgments of value. *Personality and Social Psychology Bulletin*, 31, 121-135.
- Wölfer, R., Christ, O., Schmid, K., Tausch, N., Buchallik, F.M., Vertovec, S., & Hewstone, M. (2019). Indirect contact predicts direct contact: Longitudinal evidence and the mediating role of intergroup anxiety. *Journal of Personality and Social Psychology*, 116, 277-295. <http://dx.doi.org/10.1037/pspi0000146>.
- Wolske, K.S., Gillingham, K. T., & Schultz, P. W. (2020). Peer influence on household energy behaviours. *Nature Energy*, 5, 202-212. <https://doi.org/10.1038/s41560-019-0541-9>.
- Woolley, K., & Risen, J.L. (2018). Closing your eyes to follow your heart: Avoiding information to protect a strong intuitive preference. *Journal of Personality and Social Psychology*, 114, 230-245. <https://doi.org/10.1037/pspa0000100>.
- Wooten, D.B., & Reed, A. (1998). Informational influence and the ambiguity of product experience: Order effects on the weighting of evidence. *Journal of Consumer Research*, 7, 79-99.
- Worchel, S. (1992). Beyond a commodity theory analysis of censorship: When abundance and personalism enhance scarcity effects. *Basic and Applied Social Psychology*, 13, 79-92. <https://doi.org/10.1207/s15324834baspl3017>.
- Worchel, S., & Arnold, S.E. (1973). The effects of censorship and the attractiveness of the censor on attitude change. *Journal of Experimental Social Psychology*, 9, 365-377.
- Worchel, S., Arnold, S.E., & Baker, M. (1975). The effect of censorship on attitude change: The influence of censor and communicator characteristics. *Journal of Applied Social Psychology*, 5, 222-239.
- Worchel, S., Lee, J., & Adewole, A. (1975). Effects of supply and demand on ratings of object value. *Journal of Personality and Social Psychology*, 32, 906-914.
- Wright, S.C., Aron, A., McLaughlin-Volpe, T., & Ropp, S.A. (1997). The extended contact effect: Knowledge of cross-group friendships and prejudice. *Journal of Personality and Social Psychology*, 73, 73-90.
- Xu, L., Zhang, X., & Ling, M. (2018). Spillover effects of household waste separation policy on electricity consumption: Evidence from Hangzhou, China. *Resources, Conservation, and Recycling*, 129, 219-231.
- Yang, F., Choi, Y-U., Misch, A., Yang, X., & Dunham, Y. (2018). In defense of the commons: Young children negatively evaluate and sanction free riders. *Psychological Science*, 29, 1598-1611.
- Yeh, J.S., Franklin, J.M., Avorn, J., Landon, J., & Kesselheim, A.S. (2016). Association of industry payments with the prescribing brand-name statins in Massachusetts. *Journal of the American Medical Association: Internal Medicine*, 176, 763-768.
- Yu, S., & Sussman, S. (2020). Does smartphone addiction fall on a continuum of addictive behaviors? *International Journal of Environmental Research and Public Health*, 17, art. no. 422. www.mdpi.com/1660-4601/17/2/422/pdf doi: 10.3390/

- ijerph17020422.
- Yuki, M., Maddox, W. M., Brewer, M. B., & Takemura, K. (2005). Cross-cultural differences in relationship-and group-based trust. *Personality and Social Psychology Bulletin*, 31, 48-62.
- Zellinger, D. A., Fromkin, H. L., Speller, D. E., & Kohn, C. A. (1974). A commodity theory analysis of the effects of age restrictions on pornographic materials. (Paper no.440). Lafayette, IN: Purdue University, Institute for Research in the Behavioral, Economic, and Management Sciences.
- Žemla M., & Gladka, A., (2016). Effectiveness of reciprocal rule in tourism: Evidence from a city tourist restaurant. *European Journal of Service Management*, 17, 57-63.
- Zhang, Y., Xu, J., Jiang, Z., & Huang, S-C. (2011). Been there, done that: The impact of effort investment on goal value and consumer motivation. *Journal of Consumer Research*, 38, 78-93. <https://doi.org/10.1086/657605>.
- Zhao, X., & Epley, N. (2021). Kind words do not become tired words: Undervaluing the positive impact of frequent compliments. *Self and Identity*, 20, 25-46. <https://doi.org/10.1080/15298868.2020.1761438>.
- Zitek, E. M., & Hebl, M. R. (2007). The role of social norm clarity in the influenced expression of prejudice over time. *Journal of Experimental Social Psychology*, 43, 867-876.
- Zuckerman, M., Porac, J., Lathin, D., & Deci, E. L. (1978). On the importance of self-determination for intrinsically-motivated behavior. *Personality and Social Psychology Bulletin*, 4, 443-446. <https://doi.org/10.1177/014616727800400317>.